Board of Trade Journal

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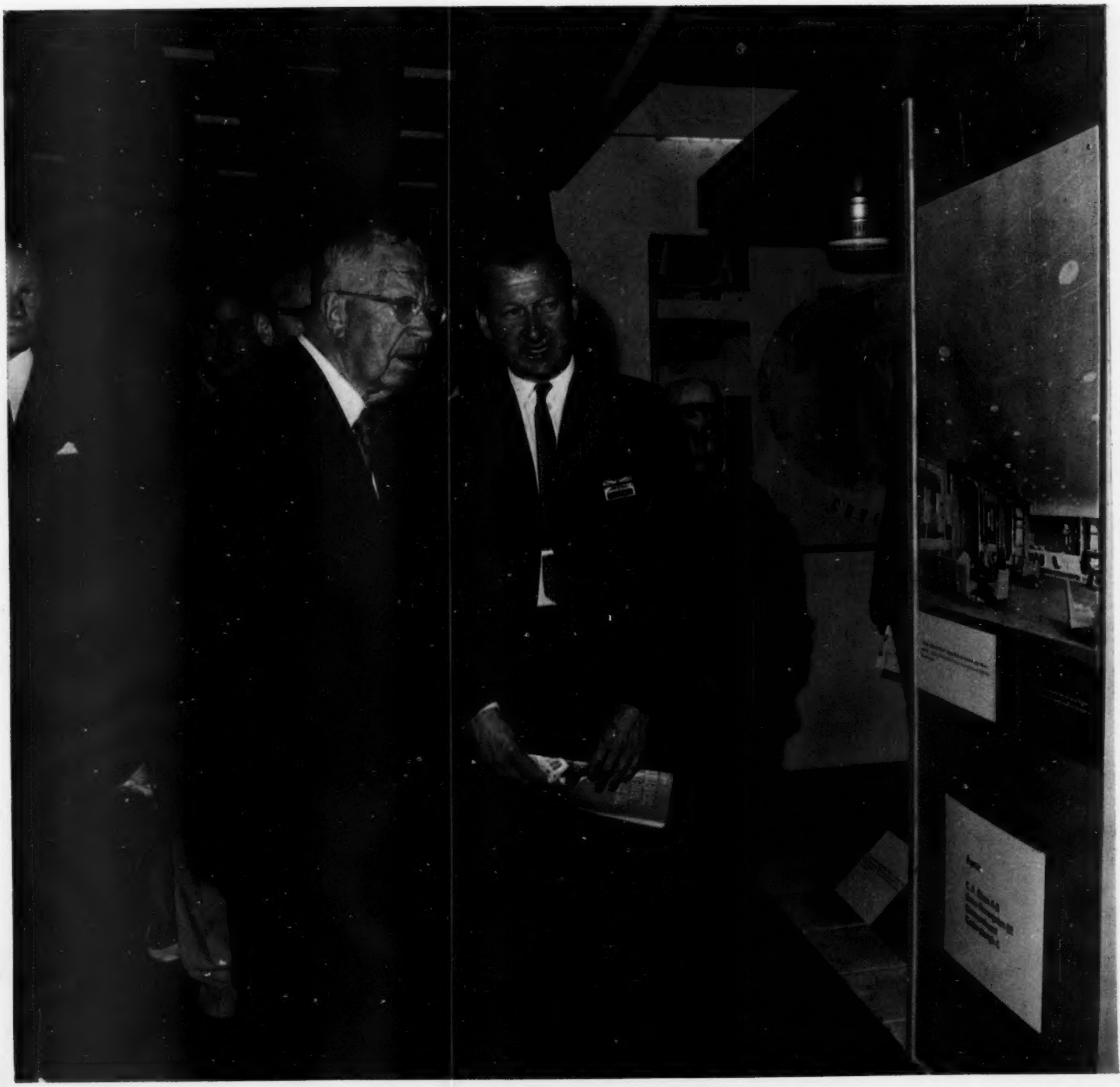

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Front cover photograph

His Majesty King Gustav VI Adolf of Sweden visited the British Section of the Malmo Building Exhibition on August 16. His Majesty is illustrated (left foreground) discussing a point of interest with Mr. B. R. Alston-Leigh, export representative of Turners Asbestos Cement Co. Ltd., a Turner & Newall company, on the TAC stand. During the course of the exhibition several substantial inquiries were received for the company's asbestos-based building products, particularly in relation to structural fire protection, gas ducting and industrial side cladding and roofing. The stand was designed and built in conjunction with C. A. Clase A/B of Gothenburg who, as TAC agents in Sweden, have been closely associated with the company for many years.

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Progress of industrial training in Britain

This article reviews the operation of the industrial training boards set up by the Department of Employment and Productivity. An earlier article was published on March 4, 1966.

THE INDUSTRIAL TRAINING ACT, 1964, marked a turning point in the organization and development of the provision of skilled manpower in Britain, and in the four years since it came into operation there has been a growing number of changes. Until then, the responsibility and initiative for providing training was borne in the main by individual firms. In some industries voluntary bodies, such as apprenticeship councils, exercised a measure of supervision over certain aspects, and for a few years before the Act became law the Industrial Training Council had helped to focus attention on the overall national situation.

Apart from exhortation, however, there was little means for encouraging employers to increase or improve their training effort. Consequently, the prospects of meeting the shortages of skilled manpower which have been one of the main obstacles to further economic growth in Britain in the last 20 years or more, seemed poor. The Industrial Training Act was designed to remedy this. While maintaining the principle that the main responsibility for training rested with industry, it introduced a number of new elements, including the planning of training centrally at the industry level, more systematic provision for education to be associated with training, new financial arrangements and a closer involvement of the Government in training matters.

Its three main objectives were to ensure an adequate amount of training at all levels, an improvement in the quality of training and a more equitable distribution of its cost. These aims were to be realized through the operation of industrial training boards set up by the Secretary of State for Employment and Productivity covering particular industries and commerce, and including representatives of employers and workers together with educational members. Up to now 25 boards have been established covering an estimated total of about 16 million workers. The industries covered by boards already set up are: Agriculture, horticulture and forestry; carpets; ceramics, glass and mineral products; chemical and allied products; civil air transport; construction; cotton and allied textiles; distributive trades; electricity supply; engineering; food, drink and tobacco; furniture and timber; gas; hotel and catering; iron and steel; knitting, lace and net; man-made fibres producing; paper and paper products; petroleum; printing and publishing; road transport; rubber and plastics processing; shipbuilding; water supply; wool, jute and flax. One further board, for the footwear, leather and fur skin industries is to be set up this year. Eventually, it is intended that about 30 industries, or groups of industries employing nearly 18 million workers will be covered.

How training boards operate

Training boards operate in three main ways. First, they have power to raise a levy from employers and to pay grants to those who provide training to approved standards. Nearly all boards base their levy on a percentage of the employers' total payroll, but others have adopted a *per capita* basis. Second, they issue guidance to their industries, on the nature, length, content and standards, etc., of training for occupations in the industry and on other related matters. Third, they provide training adviser services to employers and also as may be necessary, special facilities such as training centres or training courses.

Levy and grant schemes are introduced by training boards in their second year of operation. The schemes vary in scope, rates of levy and grant and selection of priorities. For the year ending March 1968 training grants totalled about £120 million, and the payments of these grants is increasingly being related to the satisfaction of the training recommendations published by the boards, who have also been equally prompt in organizing and developing their training advisory services. By the end of August the combined training staffs of the boards totalled more than 850 officers, most of them engaged on advising employers on the amount and satisfaction of their particular training needs.

An important feature of the Act is the large measure of autonomy given to the training boards in deciding how best to tackle the particular needs of their industries. But the overall responsibility of the Secretary of State does not end once boards have been set up. In general, their major policy proposals – for the raising of levy and payment of grants, and the publication of training recommendations – require the approval of the Secretary of State. This is important not only to ensure that individual boards set out to make effective use of their powers under the Act, but also in the long run to achieve a desirable measure of harmonization between their activities.

The Central Training Council

Assistance in maintaining this general watch over the situation and advice on the general use of statutory powers is given to the Secretary of State by the Central Training Council. Its members include employers, trade unionists, industrial training board chairmen, educationists and some independent members. The council keeps under review the main issues which are central to progress under the Act, and from time to time issues guidance on them. The most recent advice has been a message to training boards and joint industrial councils about the need for proposing changes in the training arrangements for skilled workers.

It has set up committees for Wales and Scotland and specialist committees dealing with research, the training of training officers, the training of managers, and commercial and clerical training. A number of reports by these specialist committees have been published. They give guidance to individual boards on matters relating to occupations and skills which are common to most industries, and thus help to ensure a reasonably consistent approach to such questions.

Although the implementation of the Act is still in its development stage, and it will be a year or more yet before all the boards are fully operational, there is increasing evidence in their recently published annual reports of progress being made in many individual areas of training. For example, the number of off-the-job training places for technicians and craftsmen in the engineering industry has more than doubled in the last two years, and there has been similar development in the shipbuilding and iron and steel industries. Or again, the number of group training schemes has almost quadrupled since the Act was passed, from about 80 in 1964 to more than 300 in 1968. Figures collected by the Department of Employment and Productivity from firms in manufacturing industries employing 11 or more workers show that in May 1967 such firms had 450,000 workers under training – an increase of 15 per cent over the corresponding numbers for 1964.

But much of the progress is being made in the quality and efficiency of training, which cannot be so simply measured. For

(Continued on next page)

instance, changes recommended by some boards, such as that the first or most of the first year training for craft trainees should be broad based and taken off the job have helped to pave the way for shorter periods of training. More fundamental changes are likely to follow the introduction by the engineering board of the 'module' scheme to follow the broad-based first year training. Other boards are considering how this scheme can be applied to their engineering craftsmen, while some are working on their own proposals for the training of other craftsmen based on the 'module' idea.

Deliberate emphasis has, in the last 12 months or so, been placed by the boards on the training and development of managers. All grant schemes so far published have included payments for management training, and increasing attention is being given to possible means of widening the basis of grant-aid to encourage firms to introduce systematic training and development schemes for their managers. The management training provisions in grant schemes apply equally to supervisors, although some boards have dealt separately with this category of employee, and several others are working closely with selected technical colleges to increase the provision of training in supervisory skills for their industries.

The provision of a training officer and instructors to take charge of, or carry out a firm's own training programme is clearly of paramount importance. At present 28 colleges of higher education and two universities are mounting sandwich type introductory courses usually lasting six weeks. In the three academic years to the end of 1967-68, 180 such courses were held attended by approximately 2,450 students from a wide range of activities in industry and commerce. Several universities and colleges have shown interest in mounting advanced and post graduate courses. Many boards themselves are active in the training of training staff, sometimes at graduate level. The majority also encourage by grant payments the employment of training staff by firms whose training needs warrant it. This is in addition to the employment of training advisers by the boards. Almost all boards which have been operative for some time have appointed committees on the training of office staffs. Seventeen pay grants to firms for the training or education of office staff, six have published training recommendations and others are preparing similar recomendations. Sixteen boards provide for payment of grant for approved courses for shop stewards, and other boards have the matter under consideration.

Government's contribution to industrial training

In addition to establishing a new framework of industrial training under the 1964 Act, the Government make a direct contribution to industrial training. This is done through government training centres where there has been a considerable expansion in facilities in the last few years. In September 1964 there were 22 centres with fewer than 3,700 training places: today there are 40 with more than 8,600 places. This expansion is expected to continue for the next two years at least, and by the end of 1970 there will be 55 centres, one-third of them in development areas, with more than 13,000 training places, capable of producing about 23,000 trained men a year. Courses in vocational training in more than 40 skilled trades, mainly but not wholly in the construction and engineering industries are provided at the centres. They are designed for adult workers, employed or unemployed, who do not possess a usable skill, and for skilled workers whose prospects of employment in their existing trade are poor, perhaps because of technological change.

The decision to embark on the big expansion at government training centres emphasized the need for a larger number of additional instructors. Facilities at the department's two instructor training colleges at Letchworth and Glasgow were increased, and this year additional instructor training units have been opened at five other centres. These units train instructors for industry as well as for the Government's own centres. The intensive courses provided have enabled the total output of trained instructors to be raised from 500 in 1964 to more than 2,500 at the present time, and soon it will be possible to train more than 3,000 a year.

In supervisory training the department's training staff has been rapidly increased to meet the increasing demand from industry for the various Training Within Industry (TWI) courses, particularly that covering the techniques of job instruction. In the year before the Industrial Training Act 8,000 supervisors and 300 trainers were trained under these schemes: in the latest 12 months the figures are 23,000 supervisors and 850 trainers.

During the last four years an enormous effort has been concentrated on the development of industrial training, but it is too early yet to say whether the objectives of the 1964 Act are being fully realized. Some boards have only recently been set up, and some of the changes needed in traditional structures and patterns of training are bound to take time to achieve. But succeed they must if Britain is to meet the challenge of the future, in which the competitiveness and profitability of its industry, will depend so greatly on the skill and quality of its workers.

Central Council's eight-point programme of training principles

A CALL FOR close co-operation between negotiating and consultative bodies in industry and Industrial Training Boards in applying an eight-point programme of training principles was made in a message sent on October 7 to these bodies by the Central Training Council.

A covering letter says that the Council want to support and encourage the work of the Training Boards in setting a new pattern of training. They also had in mind that the Donovan Report called for a radical change in outlook towards training for skilled work. The Council believe that the present is seen as a good time for attempting widespread improvements in the training system.

Mrs. Barbara Castle, First Secretary and Secretary of State for Employment and Productivity, commending the message to all concerned says that the effective realization of the eight principles 'can make a marked contribution to greater productivity as well as extending opportunities of training for individual workers'.

The eight point programme has been drawn up in the light of developments already taking place, and of the benefits they promise to industry through the efficient use of manpower and to the workers through extended opportunities of using their talents more fully.

These eight principles are:

1. The establishment of training systems in which initial training and further training opportunities are available to all employees capable of benefiting from them irrespective of age, sex and other restrictive conditions.
2. Training programmes to be based on an analysis of relevant jobs.
3. Duration of training to be a function of what requires to be learned.
4. Young trainees to receive further education to complement industrial training.
5. Recognizable correspondence between training provided for young people and that provided for adults, particularly as regards the standard of competance achieved at the end of training.
6. To meet requirements from changes in technology and other factors, e.g. new industries in special development areas, opportunities to be provided for workers to receive such training and further education as may be necessary throughout their working life.
7. Apart from industry's immediate and foreseeable needs, workers to be encouraged to take courses likely to improve their prospects of more highly skilled employment.
8. Systematic means of assessment to be used for selection for training and establishing competence during training. Subject to availability jobs to be open to any worker who has established competence to do them.

Immense commercial success of British Week in Stockholm

THE BRITISH WEEK in Stockholm – described by Mr. Gunnar Lange, Swedish Minister of Trade, as 'an immense success, brilliantly executed' – ended on October 6, after nine days' extensive sales of British goods by shops and department stores in the capital and in four satellite shopping areas.

Speaking at a luncheon in Stockholm on October 5 at which he was host, Mr. Anthony Crosland, President of the Board of Trade, said that Britain should achieve the necessary improvement in balance of payments through vigorous expansion of exports, rather than by restriction of imports. The real purpose of the British Week was that increased sales to the Swedish market would make a significant contribution to this.

Mr. Crosland said that the Week was an excellent example of what could be achieved by close collaboration between Government and industry – a joint effort by the Board of Trade, the British National Export Council, the British Embassy here in Stockholm and my many individual British firms. 'But our efforts and interest do not begin and end with this one Week,' Mr. Crosland said. 'There has been a great deal of preparation beforehand and there will be a great deal of follow-up in the months ahead. Many of our firms already have long-established connections here – branches, associates, agents. Many more, as a result of the experience gained during British Week, will be cementing the contacts they have made. In particular, we shall turn our attention increasingly to improving our share of the rapidly growing Swedish market for capital goods, and it is in this field that we shall make our main export promotion effort next year. It has not escaped our attention, for example, that the Swedish electricity industry has plans for investing about £1,000 million over the next 12 years. The recent orders won by English Electric and Babcock & Wilcox show that British industry is well placed to compete for a big share in this business.

'In the past some hard things have been said about British export performance. Complaints in Sweden, as elsewhere, have centred on late deliveries and poor after-sales service. These are deadly sins indeed, and when they occur they do us a lot of harm. Our exporters have taken these criticisms very seriously indeed, and my own impression that there has been a great improvement in their performance is borne out by reports which I receive from many parts of the world. We intend that this improvement shall continue, and without being complacent I can say with confidence that failures of this kind are not going to prove a serious obstacle to our trade in the future.'

Referring to the agreement on which EFTA is based being known as the Stockholm Convention, the President said: 'It is, therefore, very appropriate that I should say here that I regard EFTA as one of the great achievements in the economic development of the post-war world. I am sure that its creation will rank as a historic landmark. Within the space of a few years we have eliminated industrial tariff barriers and established an industrial free trade area. The level of trade among Member States is now over 130 per cent higher than in 1959. The latest annual increase of 9 per cent during 1967 was notable for being achieved in a difficult year both for world trade and for the economies of several Member States. Now we are rightly directing our attention to defining more precisely our mutual obligations under the Stockholm Convention and to supporting all efforts that might lead to freer world trade.

'We in Britain are watching with sympathy and interest the ideas of Nordic co-operation which are being developed within the context of EFTA. I am sure that there is much to be gained from this strengthening of mutual interests between the Nordic countries. But, however beneficial such co-operation may be, I think that most of you, like myself, still regard our ultimate objective as the achievement of a wider European integration. It is, therefore, a matter of great disappointment that the wider European settlement continues to elude us. The EFTA countries are an integral and essential part of Europe, and our resolve to promote closer economic co-operation with the members of the European Economic Community, remains as strong as it was nearly nine years ago when we wrote it into the text of the Stockholm Convention. We cannot in present circumstances be optimistic about the short-term prospects of success, but we must remain ready to explore any promising opportunity that may present itself.'

Turning to the position in Britain, the President said that because of the size and complexity of our external trade and the international use of sterling, our economic problems had been a matter of concern to the whole trading community and not just to ourselves alone. Nineteen sixty-seven was, of course, a hard and disappointing year for Britain. And there had been times this year, too, when some of our economic prophets had lost their nerve and begun to cry woe. He saw no basis for this pessimism.

'We have had since devaluation an economic strategy designed to move us into substantial and continuing balance of payments surplus,' he added. 'This involves shifting resources on a vast scale into exports and import-saving. Shifts on this scale are not made overnight, and we said from the start that our strategy would take time to work.

'But the evidence that it is working is now beginning to accumulate. It is still too soon to expect to see more than a small part

LEFT: Mr. Anthony Crosland, President of the Board of Trade (centre) with Mr. R. Gijers, managing director of PUB, one of the largest departmental stores in Sweden, which did enormous business during British Week. RIGHT: HRH Princess Alexandra, arriving for a dinner given by the BNEC, is greeted by Sir Derek Pritchard, chairman BNEC. Also in the picture, from left to right, are: Mrs. Eric Soderberg, wife of the managing director of AB Nordiska Kompaniet, the big department store and chairman of the British Swedish Chamber of Commerce; Sir Antony Part, Permanent Secretary, Board of Trade; and Mr. Hector McNeil, chairman of BNEC (Export Council for Europe).

of the benefit of the new competitive advantage which devaluation has given us. But the recent trend of our exports shows that we are moving fast in the right direction. In the last three months – June to August – our exports were 5 per cent higher in value than in the preceding quarter and no less than 21 per cent higher than in the second and third quarters of last year. Some of this 21 per cent increase represents a rise in the sterling price of our exports. But more than half – well over 10 per cent – represents a rise in volume. If that is taken, together with the encouraging indications we have of orders secured overseas by our manufacturers, I think we have every ground for optimism.

'Admittedly, the level of our imports has been somewhat higher than we expected at the time of devaluation. But a large part of this reflects a boom in consumer buying which has since slackened off. And, despite an increase in stockbuilding associated with, and, indeed, necessary to, the recovery in our industrial output, the level of imports in recent months has eased back perceptibly.

'What really matters, of course, is our overall balance of trade and payments. If we achieve our target of a substantial surplus at a higher level of both exports and imports than we originally expected, so much the better. Such an outcome would maintain and further all the advantages of international specialization which trade between countries brings. Britain, more than most other countries, depends on a high level of trade for its standard of life and on a fast growth of exports for a rapid increase in productivity in the more modern industrial sectors of the economy. The rapid rise in exports which we are achieving now will enable us to expand our output in precisely those lines of production in which we have the greatest comparative advantage. In general these are also the industries where the scope for economies of scale and technical progress are greatest.

'It is, therefore, in our own interests, just as much as in the interests of our trading partners – like Sweden – that the necessary improvement in our balance of payments position should come from a vigorous expansion of our exports rather than from any restriction of imports. We fully realize that if we took action to control imports we would risk setting off a contraction in world trade as a whole that could do all of us great damage. We are, therefore, determined to solve our problems in an expansionist – and not a restrictionist – way.'

Concluding with a reference to the real purpose of British Week in Stockholm, the President said: 'I make no secret of my hope that increased sales to the Swedish market will make a significant contribution to the continuing export boom that we need. The opportunities are there, and the events of the last few days will have helped to draw attention to them. Now it is up to our traders to exploit them to the full. And so once more I want to express our gratitude to the Swedish Government and the people of Stockholm for all the help and encouragement they have given to our traders during this British Week.'

Mr. Gunnar Lange said that Sweden, like Britain, looked to bigger outlets beyond national borders, and that while waiting for the broader solution it was necessary to intensify the co-operation between members of the European Free Trade Association. It was thus important to everyone that Britain's economy should be strong. The British, he said, were 'not summer visitors, but in Sweden to stay', and the many and diverse products that had been brought to Sweden during the Week were here to stay also. 'I can certify,' Mr. Lange said, 'that the Week has been an immense success, which should be followed up vigorously by manufacturers and traders.'

Mr. Rodgers attends premiere of Central Fire Panel film

MR. WILLIAM RODGERS, Minister of State, Board of Trade, attended the premiere of the Central Fire Liaison Panel's new film, Red Warning, at the Confederation of British Industry's headquarters in London on October 7. Representatives from many national trade associations were in the audience.

Red Warning sets the scene for the Central Panel's new campaign – Fire Safety Pays – designed to tell industry about the financial incentives available for installing approved fire defence systems.

Pay in clothing industries referred to PIB

THE DEPARTMENT of Employment and Productivity announced on October 1 that the Government have referred to the National Board for Prices and Incomes for examination the question of the pay and conditions in the clothing manufacturing industries with a view to giving guidance on the productivity, prices and incomes policy considerations involved.

UK committee for simplification of international trade procedures

THE NATIONAL ECONOMIC DEVELOPMENT COUNCIL have established a committee to undertake a radical review of current systems of international trade documentation and procedures. The chairman will be Lord Thorneycroft, chairman, Pye Holdings Ltd., a former President of the Board of Trade and Chancellor of the Exchequer. The members of the committee, who represent a wide variety of interested parties including major industrial and commercial organizations and appropriate Government departments, indicate the breadth of support already accorded to the committee.

The terms of reference of the committee are:

'To study documentation in international trade (and in domestic trade insofar as it is relevant) and the commercial and governmental procedures associated with it, particularly in the light of the widening use of computers and data-links; and to make recommendations to assist the more efficient flow of trade.'

The first meeting of the full committee took place on October 4.

A group of representatives of industry visited the Central Office of Information on October 1 and were introduced to the work of the COI by Mr. R. A. Fleming (extreme left), Assistant Controller (Overseas). The visitors then took part in discussions on the Export Publicity Services of the COI with members of Overseas Press Services, Photographs, Films and Television, Exhibitions, Radio, Publications, Reference, Tours and Production Services Divisions and Regional Unit.

Prime Minister and Mr. Ian Smith meet for talks

As THE *Journal* went to press on October 8, it was announced from 10 Downing Street that Mr. Harold Wilson, the Prime Minister, and Mr. Ian Smith were to meet each other at Gibraltar on October 9, for talks aimed at discovering whether it would be possible to arrive at a settlement of the Rhodesia problem which would be acceptable to both sides.

The Prime Minister will be accompanied by Mr. George Thompson, Commonwealth Secretary and the Attorney General.

Mr. Smith will be accompanied by Mr. Lardner Burke and Mr. Howman.

The Governor of Rhodesia, Sir Humphrey Gibbs will be present at Gibraltar for a period of the talks, which will be held in HMS 'Fearless'.

ECGD backs £3.3 million contract for tyre factory for Chile

THE EXPORT CREDITS GUARANTEE DEPARTMENT signed a Financial Guarantee on October 3 covering the financing of a tyre factory for Chile.

The contract, worth approximately £3.3 million, is between the Firestone Tyre and Rubber Co. Ltd. and Manufacturera de Neumaticos S.A. of Chile.

The loan, which is worth approximately £2.8 million, has been arranged by Lazard Bros. & Co. Ltd. It is repayable over a period of 10 years.

Hong Kong harbour tunnel

COMMENTING ON REPORTS from Hong Kong that negotiations for the financing of the proposed Hong Hong Harbour Tunnel had broken down, a spokesman for the Export Credits Guarantee Department said on October 4:

'ECGD has offered to guarantee a loan to the Hong Kong Cross-Harbour Tunnel Company Ltd., of £12.5 million repayable over 10 years. This is 75 per cent of the cost of the proposed tunnel. This offer is, however, subject to the debt being jointly and severally guaranteed by the shareholders of the company (including, it is understood, the Hong Kong Government). Such a guarantee – joint as well as several – is required as security that the loan will be repaid whether or not the tunnel proves a financial success. This is normal. In the absence of such a guarantee ECGD would be in effect asked to insure the risk of the project failing to earn sufficient revenue to defray the costs of construction. This is a risk appropriate to the equity shareholders; it is certainly not ECGD's function to insure such risks. It is also necessary, and is a normal requirement in projects of this nature, that the Government or the Central Bank of the country concerned should give its guarantee of repayment of the debt.'

British publications drive in Finland

A LARGE-SCALE promotion campaign to develop sales of British newspapers and periodicals in Finland was officially opened in Helsinki on September 30 by Sir Fife Clark, Director-General of the Central Office of Information. The scheme is sponsored by HM Government, together with the Joint Export Policy Committee of the Newspaper Publishers' and the Periodical Publishers' Associations, and will cover the main provincial and university towns in addition to the capital.

The principal Finnish distributors are co-operating in the campaign, which coincides with the Finnfocus 68 Exhibition which opened in London on October 7. The COI is providing publicity material, and the British Embassy is giving its full support.

British newspapers and periodicals are at present distributed to about 400 retail outlets in Finland, and there is also a substantial subscription business. The distributors plan to extend both the range and quantity of the titles taken at present.

Dr. Omar Mahmud Muntasser (centre), the Libyan ambassador signing the visitor's book at the premises of John Dewar and Sons Limited, Inveralmond, Perth, earlier this week. He was accompanied by his wife and watching him is Mr. R. L. St. C. Murray, who is a director of Dewar's.

Printing trade mission to visit the United States

THE BRITISH Federation of Master Printers is sending a trade mission to the United States in November. It will leave London on November 10, returning on November 28, and will be based in New York, Chicago and Boston from which three main centres its members will also visit other American cities.

The mission is a result of the Federation's Overseas Marketing Conference and its object is to study the United States market, assess the potential for selling print in the United States, and sell the products of the British printing industry direct to the Americans. It will be subsidized by the British National Export Council and limited in number to 15 members including a secretary.

Trade development tour by BNEC Asia chairman

AN ON-THE-SPOT investigation into proposals to increase British exports in certain Asian markets is to be made by Mr. Michael Montague, chairman of BNEC Asia.

Mr. Montague and Mr. Ian Trevor, BNEC Asia Executive Secretary, will visit Malaysia and Singapore during October and will hold top level discussions with senior Government officials of the two countries. In particular they will be making inquiries into the countries' development plans for the next decade. They will also meet representatives of British companies and the local Chambers of Commerce. Following their stay in Kuala Lumpur and Singapore, Mr. Montague and Mr. Trevor will travel on to Tokyo in connection with the British Week to be held in the Japanese capital next September.

Mr. Montague and Mr. Trevor will be joined there by Mr. W. T. Pearce and Mr. L. J. S. Evans, of the Board of Trade, and Mr. E. R. I. Allan, of the Central Office of Information. The party will visit the Tokyo Department Stores and hold discussions with the Ministry of International Trade and Industry, leading members of the Japanese electronics industry and the press.

Export organization for sheet and tinplate

THE BRITISH STEEL CORPORATION states that its new overseas marketing organization for wide strip-mill products, announced in July, will begin operating on October 21 from 151 Gower Street, London, W.C.1. This organization, which will be directly responsible to Lord Layton, corporation member for marketing and commercial policy, will have two sections – one handling sheet and the other dealing with tinplate products. Mr. R. G. Whittle has been appointed general manager, Sheet Products Exports and Mr. W. B. Thomson general manager, Tinplate Exports.

Review of temporary exemptions from import duty

THE BOARD OF TRADE are now reviewing all temporary exemptions which are due to end at the beginning of January 1, 1969.

In the *Board of Trade Journal* dated October 7, 1966, details were published of amended definitions of certain chemicals to take account of changes recommended in the revised British Standard 2474:1965 for Recommended Names of Chemicals used in Industry. Since difficulties have arisen over the interpretation of some of the amended definitions it has been decided to revise certain of these in order to eliminate the possibility of confusion arising in the future.

A list is published below of those temporary exemption definitions which will be revised if they are extended for a further period in 1969.

Tariff heading	Present Description	Revised Description
29.01	But-1-ene	*n*-But-1-ene
	Decane	*n*-Decane
	Dec-1-ene	*n*-Dec-1-ene
	Docos-1-ene	*n*-Docos-1-ene
	Dodecane	*n*-Dodecane
	Dodec-1-ene	*n*-Dodec-1-ene
	Dodecylbenzene	*n*-Dodecylbenzene
	Eicosane	*n*-Eicosane
	Eicos-1-ene	*n*-Eicos-1-ene
	Hept-1-ene	*n*-Hept-1-ene
	Hept-2-ene	*n*-Hept-2-ene
	Hept-3-ene	*n*-Hept-3-ene
	Hept-1-yne	*n*-Hept-1-yne
	Hexadecane	*n*-Hexadecane
	Hexadec-1-ene	*n*-Hexadec-1-ene
	Nonane	*n*-Nonane
	Octadec-1-ene	*n*-Octadec-1-ene
	Oct-1-ene	*n*-Oct-1-ene
	Oct-2-ene	*n*-Oct-2-ene
	Oct-1-yne	*n*-Oct-1-yne
	Penta-1, 3-diene	*n*-Penta-1, 3-diene
	Pent-1-ene	*n*-Pent-1-ene
	Tetracosane	*n*-Tetracosane
	Tetradecane	*n*-Tetradecane
	Tetradec-1-ene	*n*-Tetradec-1-ene
	Tridecane	*n*-Tridecane
	Undecane	*n*-Undecane
29.02	4-Bromoheptane	4-Bromo-*n*-heptane
	2-Bromohexane	2-Bromo-*n*-hexane
	3-Bromohexane	3-Bromo-*n*-hexane
	1-Chlorobutane	1-Chloro-*n*-butane
	1-Chlorobut-1-ene	1-Chloro-*n*-but-1-ene
	3-Chlorobut-1-ene	3-Chloro-*n*-but-1-ene
	1-Chlorobut-2-ene	1-Chloro-*n*-but-2-ene
	1-Chloro-octane	1-Chloro-*n*-octane
	1, 3-Dichlorobut-2-ene	1, 3-Dichloro-*n*-but-2-ene
29.03	Sodium 3-chlorobut-2-ene-1-sulphonate	Sodium 3-chloro-*n*-but-2-ene-1-sulphonate
29.04	Amyl alcohols, containing not less than 58% by weight of pentan-1-ol and and not more than 1% by weight of aldehydes or ketones calculated as $C_5H_{10}O$	Amyl alcohol, containing not less than 58% by weight of *n*-pentan-1-ol and not more than 1% by weight of aldehydes or ketones calculated as $C_5H_{10}O$
	Butane-1, 3-diol	*n*-Butane-1, 3-diol
	Butane-2, 3-diol	*n*-Butane-2, 3-diol
	But-2-en-1-ol	*n*-But-2-en-1-ol
	Heptan-1-ol	*n*-Heptan-1-ol
	Hept-1-en-4-ol	*n*-Hept-1-en-4-ol
	Hexane-2, 5-diol	*n*-Hexane-2, 5-diol
	Hexan-1-ol	*n*-Hexan-1-ol
	Hex-3-en-1-ol	*n*-Hex-3-en-1-ol
	2-Octyldodecan-1-ol	2-*n*-Octyl-*n*-dodecan-1-ol
	Undecan-1-ol	*n*-Undecan-1-ol
29.06	1, 1-Di-(3-*tert*butyl-4-hydroxy-6-methylphenyl)butane	1, 1-Di-(3-*tert*butyl-4-hydroxy-6-methylphenyl)-*n*-butane
	2, 3-Di-(3, 4-dihydroxybenzyl)butane	2, 3-Di-(3, 4-dihydroxybenzyl)-*n*-butane
	3, 4-Di-(4-hydroxyphenyl)hexane-3, 4-diol	3, 4-Di-(4-hydroxyphenyl)-*n*-hexane-3, 4-diol
	3-Pentadecylphenol	3-*n*-Pentadecylphenol
	1, 1, 3-Tri-(5-*tert*butyl-4-hydroxy-2-methylphenyl)butane - toluene complex	1, 1, 3-Tri-(5-*tert*butyl-4-hydroxy-2-methylphenyl)-*n*-butane-toluene complex
29.08	Butyl vinyl ether	*n*-Butyl vinyl ether
	Dibutyldigol	Di-*n*-butyldigol
	Dihexyl ether	Di-*n*-hexyl ether
	2-[2, 2-Di-(2-hydroxy-ethoxymethyl) butoxy]ethanol	2-[2,2-Di-(2-hydroxy-ethoxymethyl)-*n*-butoxy]ethanol
	Hexyldigol	*n*-Hexyldigol
	3-Methoxybutan-1-ol	3-Methoxy-*n*-butan-1-ol
	1, 2, 3-Tri-(2-hydroxypropoxy)propane	1, 2, 3-Tri-(2-hydroxy-*n*-propoxy)propane
29.09	Butyl glycidyl ether	*n*-Butyl glycidyl ether
	1, 2-Epoxybutane	1, 2-Epoxy-*n*-butane
29.10	1, 1-Diethoxyhex-2-ene	1, 1-Diethoxy-*n*-hex-2-ene
	1, 1-Dimethoxyoctane	1, 1-Dimethoxy-*n*-octane
29.11	Butyraldehyde	*n*-Butyraldehyde
	Heptanal	*n*-Heptanal
	Hex-2-enal	*n*-Hex-2-enal
	Valeraldehyde	*n*-Valeraldehyde
29.13	*p*-Bromovalerophenone	*p*-Bromo-*n*-valerophenone
	Butyrophenone	*n*-Butyrophenone
	p-Chlorobutyrophenone	*p*-Chloro-*n*-butyrophenone
	4-Decyloxy-2-hydroxybenzophenone	4-*n*-Decyloxy-2-hydroxybenzophenone
	Heptan-2-one	*n*-Heptan-2-one
	Heptan-3-one	*n*-Heptan-3-one
	2-Hexylcyclopent-2-enone	2-*n*-Hexylcyclopent-2-enone
	2-Hexylidenecyclopentanone	2-*n*-Hexylidenecyclopentanone
	2-Hydroxy-4-octyloxybenzophenone	2-Hydroxy-4-*n*-octyloxybenzophenone
	p-Methylbutyrophenone	*p*-Methyl-*n*-butyrophenone
	3-Methyl-2-(pent-2-enyl)cyclopent-2-en-1-one	3-Methyl-2-(*n*-pent-2-enyl)cyclopent-2-enone
	Nonan-2-one	*n*-Nonan-2-one
	Octan-3-one	*n*-Octan-3-one
	Pentan-2-one	*n*-Pentan-2-one
	Undecan-2-one	*n*-Undecan-2-one
	Valerophenone	*n*-Valerophenone
29.14	Ammonium pentadecafluoro-octanoate oate	Ammonium pentadecafluoro-*n*-octanoate
	Butane-1, 3-diol dimethacrylate	*n*-Butane-1, 3-diol dimethacrylate
	Butyric acid	*n*-Butyric acid
	Dec-2-enoic acid	*n*-Dec-2-enoic acid
	1, 1-Dimethyl-2-phenylethyl butyrate	1, 1-Dimethyl-2-phenylethyl *n*-butyrate
	Heptafluorobutyric acid	Heptafluoro-*n*-butyric acid
	Heptanoic acid	*n*-Heptanoic acid
	Hept-2-enoic acid	*n*-Hept-2-enoic acid
	Heptyl acrylate	*n*-Heptyl acrylate
	Hex-3-enoic acid	*n*-Hex-3-enoic acid
	17α-Hydroxypregn-4-ene-3, 20-dione heptanoate	17α-Hydroxypregn-4-ene-3, 20-dione *n*-heptanoate
	17α-Hydroxypregn-4-ene-3, 20-dione hexanoate	17α-Hydroxypregn-4-ene-3, 20-dione *n*-hexanoate
	3-Methoxybutyl acetate	3-Methoxy-*n*-butyl acetate
	Methyl hexanoate of a purity not greater than 98%	Methyl *n*-hexanoate of a purity not greater than 98%
	3-Methylvaleric acid	3-Methyl-*n*-valeric acid
	4-Methylvaleric acid	4-Methyl-*n*-valeric acid
	Nonanoic acid	*n*-Nonanoic acid
	Non-3-enoic acid	*n*-Non-3-enoic acid
	Non-2-ynoic acid	*n*-Non-2-ynoic acid
	Octanoic acid	*n*-Octanoic acid
	Oct-2-ynoic acid	*n*-Oct-2-ynoic acid
	Pentadecafluoro-octanoic acid	Pentadecafluoro-*n*-octanoic acid
	2-Phenylbutyric acid	2-Phenyl-*n*-butyric acid
	Propyl acrylate	*n*-Propyl acrylate
	Sodium pentadecafluoro-octanoate	Sodium pentadecafluoro-*n*-octanoate
	Vinyl butyrate	Vinyl *n*-butyrate
	Zinc heptanoate	Zinc *n*-heptanoate
29.15	Butyl hydrogen itaconate	*n*-Butyl hydrogen itaconate
	Dibutyl itaconate	Di-*n*-butyl itaconate
	Dioctyl phthalate	Di-*n*-octyl phthalate
29.16	Butyl 4, 4-di*tert*butylperoxyvalerate	*n*-Butyl 4, 4-di*tert*butylperoxyvalerate
	Butyl glycollate	*n*-Butyl glycollate
	4-Butyryl-2, 3-dichlorophenoxyacetic acid	4-*n*-Butyryl-2, 3-dichlorophenoxyacetic acid
29.17	Dodecyl sodium sulphate	*n*-Dodecyl sodium sulphate
29.19	Dibutyl 2, 2-dichlorovinyl phosphate	Di-*n*-butyl 2, 2-dichlorovinyl phosphate
	Dibutyl phenyl phosphate	Di-*n*-butyl phenyl phosphate
29.21	1, 3-Di(4-methyl-1, 3, 2-dioxaborinan-2-yloxy)butane	1, 3-Di-(4-methyl-1, 3, 2-dioxaborinan-2-yloxy)-*n*-butane
29.22	4-Amino-1-diethylaminopentane	4-Amino-1-diethylamino-*n*-pentane
	Butylamine	*n*-Butylamine
	N-Decyldimethylamine	*N*-*n*-Decyldimethylamine
	Dibutylamine	Di-*n*-butylamine
	1, 3-Di(dimethylamino)butane	1, 3-Di(dimethylamino)-*n*-butane
	NN-Dimethyloctylamine	*NN*-Dimethyl-*n*-octylamine
	2, 6-Dinitro-*NN*-dipropyl-4-trifluoromethylaniline	2,6-Dinitro-*NN*-di-*n*-propyl-4-trifluoromethylaniline
	Dioctylamine	Di-*n*-octylamine
	Dipropylamine	Di-*n*-propylamine
	N-Dodecyldimethylamine	*N*-*n*-Dodecyldimethylamine
	Heptylamine	*n*-Heptylamine
	Hexylamine	*n*-Hexylamine
	Octylamine	*n*-Octylamine
	Pentylamine	*n*-Pentylamine
	Propylamine	*n*-Propylamine
	Tributylamine	Tri-*n*-butylamine
	Tridecylamine	Tri-*n*-decylamine
	Trihexylamine	Tri-*n*-hexylamine
	Trioctylamine	Tri-*n*-octylamine
	Tripentylamine	Tri-*n*-pentylamine
	Tripropylamine	Tri-*n*-propylamine
29.23	2-Aminobutan-1-ol	2-Amino-*n*-butan-1-ol
	1, 2-Di[di-(2-hydroxypropyl) amino]-ethane	1, 2-Di[di-(2-hydroxy-*n*-propyl)amino]-ethane
	2-Diethylaminoethyl 4-amino-2-propoxybenzoate *mono*hydrochloride	2-Diethylaminoethyl 4-amino-2-*n*-propoxybenzoate *mono*hydrochloride
	Di(2-hydroxypropyl)amine	Di-(2-hydroxy-*n*-propyl)amine
	NN-Di-(2-hydroxypropyl)aniline	*NN*-Di-(2-hydroxy-*n*-propyl)aniline
	Tri-(2-hydroxypropyl)amine	Tri-(2-hydroxy-*n*-propyl)amine

Tariff heading	Present Description	Revised Description
29.25	*N*-(Butoxymethyl)acrylamide *N*-(3-Chloro-*p*-tolyl)-2-methylvaleramide *N*-Vanillylnonanamide	*N*-(*n*-Butoxymethyl)acrylamide *N*-(3-Chloro-*p*-tolyl)-2-methyl-*n*-valeramide *N*-Vanillyl-*n*-nonanamide
29.26	Dodecylguanidinium acetate	*n*-Dodecylguanidinium acetate
29.27	Butyronitrile 2-Dimethylamino-2, 2-diphenylvaleronitrile 4-Dipropylaminobutyronitrile Hexanonitrile	*n*-Butyronitrile 2-Dimethylamino-2, 2-diphenyl-*n*-valeronitrile 4-Di-*n*-propylaminobutyronitrile *n*-Hexanonitrile
29.30	1-*iso*Cyanato-octadecane	1-*iso*Cyanato-*n*-octadecane
29.31	Butane-1-thiol Decane-1-thiol *S*-Ethyl dipropylthiocarbamate Hexane-1-thiol Octane-1-thiol Pentane-1-thiol Potassium pentylxanthate *S*-Propyl butylethylthiocarbamate	*n*-Butane-1-thiol *n*-Decane-1-thiol *S*-Ethyl di-*n*-propylthiocarbamate *n*-Hexane-1-thiol *n*-Octane-1-thiol *n*-Pentane-1-thiol Potassium *n*-pentylxanthate *S*-*n*-Propyl *n*-butylethylthiocarbamate
29.34	Butyl-lithium Tributylaluminium	*n*-Butyl-lithium Tri-*n*-butylaluminium
29.35	4-Amino-5-methoxymethyl-2-propylpyrimidine 1-(4-Amino-2-propyl-5-pyrimidylmethyl)-2-picolinium chloride *mono*hydrochloride 3-Benzyl-1-methyl-2-undecylimidazolium bromide 2-Butoxyethyl nicotinate 2-Butoxypyridine Dipropyl pyridine-2, 5-dicarboxylate Fluphenazine *O*-decanoate 10-(3-[4-(2-Heptanoyloxyethyl)piperazin-1-yl]propyl)-2-trifluoromethylphenothiazine *N*-Hexadecyl-*N*-[2-(*N*-4-methoxybenzyl-2-pyrimidylamino)ethyl]dimethylammonium bromide 1, 4-Hexanolactone 2-Hexyl-1, 4-butyrolactone 1-(2-Hydroxyethyl)-2-nonylimidazoline Methyl 7-diethylamino-4-hydroxy-6-propylquinoline-3-carboxylate 1, 4-Pent-2-enolactone 2-Propylpyridine 6-Propylthiouracil 3-(Tetrahydro-2-pentyl-3-furyl)-1-[3-(tetrahydro-2-pentyl-3-furyl)propoxy]propan-1-ol	4-Amino-5-methoxymethyl-2-*n*-propylpyrimidine 1-(4-Amino-2-*n*-propyl-5-pyrimidylmethyl)-2-picolinium chloride *mono*hydrochloride 3-Benzyl-1-methyl-2-*n*-undecylimidazolium bromide 2-*n*-Butoxyethyl nicotinate 2-*n*-Butoxypyridine Di-*n*-propyl pyridine-2, 5-dicarboxylate Fluphenazine *O*-*n*-decanoate 10-(3-[4-(2-*n*-Heptanoyloxyethyl)piperazin-1-yl]propyl)-2-trifluoromethylphenothiazine *N*-*n*-Hexadecyl-*N*-[2-(*N*-4-methoxybenzyl-2-pyrmidylamino)ethyl]dimethylammonium bromide 1, 4-*n*-Hexanolactone 2-*n*-Hexyl-1, 4-butyrolactone 1-(2-Hydroxyethyl)-2-*n*-nonylimidazoline Methyl 7-diethylamino-4-hydroxy-6-*n*-propylquinone-3-carboxylate 1, 4-*n*-Pent-2-enolactone 2-*n*-Propylpyridine 6-*n*-Propylthiouracil 3-(Tetrahydro-2-*n*-pentyl-3-furyl)-1-[3-(tetrahydro-2-*n*-pentyl-3-furyl)propoxy]propan-1-ol
29.39	17β-Oestradiol diundecanoate 17β-Oestradiol 17-valerate Testosterone heptanoate	17β-Oestradiol di-*n*-undecanoate 17β-Oestradiol 17-*n*-valerate Testosterone *n*-heptanoate
29.42	1-Hexyltheobromine Hyoscine butylobromide	1-*n*-Hexyltheobromine Hyoscine *n*-butylobromide
30.03	Preparations consisting of not less than 10% by weight of methenolone heptanoate dissolved in fixed vegetable oil	Preparations consisting of not less than 10% by weight of methenolone *n*-heptanoate dissolved in fixed vegetable oil
38.11	Preparations, liquid, containing not less than 65% by weight of *S*-ethyl dipropylthiocarbamate Preparations, liquid, containing not less than 65% by weight of *S*-propyl butylethylthiocarbamate	Preparations, liquid, containing not less than 65% by weight of *S*-ethly di-*n*-propylthiocarbamate Preparations, liquid, containing not less than 65% by weight of *S*-*n*-propyl *n*-butylethylthiocarbamate

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 25.

Tariff heading	Definition for tariff purposes	Applied for as	Exemption required until	Reference
28.40	*hexa*Sodium tetraphosphate.	Sodium Tetrapolyphosphate.	December 31, 1968	13149
39.03	Cellulose propionate, not plasticized or otherwise compounded.	As in previous column.	December 31, 1968	6281

Application for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty from January 1, 1969, on the following items which are at present temporarily exempt from duty.

Tariff heading	Description	Reference
29.01	4-*tert*Butyltoluene	10357
29.32	4-Hydroxyphenylarsonic acid	4096
29.35	2, 3, 5, 6-Tetrahydro-6-phenylimidazo [2, 1-*b*] thiazole hydrochloride	6903
29.36	Sulphathiazole	6865
29.43	D-Cellobiose	13082

Imports from China 1969

THE BOARD OF TRADE have issued Notice to Importers No. 1227 announcing that imports from China in 1969 will be licensed at not less than the level set out in Notices to Importers Nos. 1178 and 1182. There have been no changes in procedure.

Appointment to EDC for the rubber industry

MR. PETER SHORE, Secretary of State for Economic Affairs, has appointed Mr. Hugh P. Barker, chairman of the Economic Development Committee for the Rubber Industry. He succeeds Mr. John E. Bolton, who has been chairman of the EDC since its inception in 1965.

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Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during September in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Exempted Dealers

Changes of Address

The Federated Trust & Finance Corporation Limited, 31 Ralli House, St. Paul's, London. E.C.4.
Southern Industrial Trust Limited, 3 Endcliffe Crescent, Sheffield.

Licensed Dealers

Additions

Carliol Investment Management Limited, 'A' Floor, Milburn House, Newcastle-upon-Tyne.
Fleming-Suez Limited, 8 Crosby Square, London, E.C.3.
Save & Prosper Nominees Limited, 4 Great St. Helens, London, E.C.3.

Change of Address

P. R. Grimshawe & Company Limited, Pennine House, Russell Street, Leeds, 1.

Change of Name

The name of Mounthall Securities Limited has been changed to Edward Bates, Mounthall Limited.

Authorized unit trust schemes

The following changes have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1968 Particulars of Dealers in Securities and of Unit Trusts. These changes are in addition to those published in the *Board of Trade Journal* of June 14, 1968.

Additions:

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Hambro Abbey Securities Limited, 55 Bishopsgate, London, E.C.2.	Hambro Equities Fund for Charities.	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.
Hambro Abbey Securities Limited, 55 Bishopsgate, London, E.C.2.	Hambro Equities Fund for Pension Schemes.	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.
London Wall Group of Unit Trusts Limited, 6 Angel Court London, E.C.2.	London Wall Special Situations Unit Trust.	The Royal Bank of Scotland, P.O. Box 51, St. Andrew Square, Edinburgh, 2.
Oxford Unit Trust Managers Limited, Regis House, King William Street, London, E.C.4.	The Oxford Colleges Unit Trust.	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3.
Co-operative Pension Funds Unit Trust Managers Limited, 16 Coleman Street, London, E.C.2.	The Co-operative Pensions Fund Unit Trust.	Glyn Mills & Co., 67 Lombard Street, London, E.C.3.
National Fixed Investment Trust Limited, 3-5 Norwich Street, Fetter Lane, London, E.C.4.	National Unit Fund of Investment Trust Shares	National Provincial Bank Limited, Drapers Gardens, 12 Throgmorton Avenue, London, E.C.2.
Janus Securities Limited, Blomfield House, 85 London Wall, London, E.C.2.	Raw Materials and General Unit Trust.	The Royal Bank of Scotland, P.O. Box 51, St. Andrew Square, Edinburgh, 2.
Prudential Unit Trust Managers Limited, 142 Holborn Bars, London, E.C.1.	Prudential Unit Trust.	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.
M & G (Scotland) Limited, 120 St. Vincent Street, Glasgow, C.2.	The Clyde General Trust Fund.	Clydesdale Bank Limited, 30 Vincent Place, Glasgow, C.1.
Ganda Unit Trust Managers Limited, 295 Salisbury House, London Wall, London, E.C.2.	Ganda Unit Trust.	The Governor and Company of the Bank of Scotland, P.O. Box 5, Edinburgh, 1.
N.E.L. Trust Managers Limited, Milton Court, Dorking, Surrey.	The Nelstar Trust.	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.

Changes:

Royal Exchange Assurance are now the Trustee of Unicorn 500 Trust in place of Midland Bank Executor and Trustee Company Limited.

The name of The Family Savings Unit Trust has been changed to Target Consumer Fund.

Target Consumer Fund Managers Limited are now the Managers of Target Consumer Fund in place of Family Savings Managers Limited.

Hodge Unit Trust Managers Limited are now the Managers of Education Unit Trust in place of Education Unit Trust Managers Limited.

Hodge Unit Trust Managers Limited are now the Managers of Motorways Unit Trust in place of Motorways Unit Trust Managers Limited.

Lloyds Bank Limited are now the Trustee of The Discretionary Unit Fund in place of Kleinwort Benson Limited.

The name of The Property Share Unit Trust has been changed to Target Financial Fund.

The address of National Provincial Bank Limited is now Drapers Gardens, 12 Throgmorton Avenue, London, E.C.2.

Midland Bank Executor and Trustee Company Limited are now the Trustee of The Trades Union Unit Trust in place of Lloyds Bank Limited.

The name of the City of London Income Unit Trust has been changed to The City of London Property Shares and General Unit Trust.

City of London Unit Trust Managers Limited are now the Managers of The City of London Property Shares and General Unit Trust in place of City of London Income Unit Trust Managers Limited.

The name of Community Unit Trust has been changed to Unicorn General Trust.

The Companies (Disclosure of Directors' Interests) (Exceptions) No. 3 Regulations 1968

SECTION 27 of the Companies Act 1967 requires a director of a company to notify the company of his interests in the shares in or debentures of the company and certain associated companies. The company is required by Section 29 to enter the information notified to it in a register which is open to inspection by the public.

The provisions of Section 27 are subject to any exceptions for which provision is made by regulations made by the Board of Trade. The No. 3 Regulations, which come into operation on October 4, provide that the section should not require notification

(i) to a wholly-owned subsidiary of a body corporate incorporated outside Great Britain of interests in shares or debentures of that or any other body corporate incorporated outside Great Britain;
(ii) to a wholly-owned subsidiary by a person who is a director of it and its holding company, the holding company being one required to keep a register under Section 29, of interests in any shares or debentures. This is an extension of one of the No. 2 Regulations which excepted the interests of such a person in the shares or debentures of the holding company but not of other companies.

Copies of the Regulations, The Companies (Disclosure of Directors' Interests) (Exceptions) No. 3 Regulations, 1968 (S.I. 1968, No. 1533), were published on October 3 and can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO PO Box 569, London, S.E.1 (price 6d. or 10d. by post).

The Measuring Instruments (Liquid Fuel and Lubricants) (Amendment No. 2) Regulations 1968

THE BOARD OF TRADE have made the Measuring Instruments (Liquid Fuel and Lubricants) (Amendment No. 2) Regulations 1968.

The purpose of the Regulations is to facilitate the introduction of petrol measuring instruments fitted with an indicator mechanism designed to be readily convertible to indicate in metric quantities.

The effect of the Regulations is to increase from 1 fl. oz. to 1⅜ fl. oz., in excess, the permitted limits of error on the initial testing and passing of petrol measuring instruments in respect of deliveries of ½ gallon and 1 gallon quantities.

The Regulations (S.I. 1968 No. 1541) will be available from HMSO, 49 High Holborn, W.C.2, and branches, price 9d. (1s. 1d. by post from HMSO, PO Box 569, London, S.E.1.).

Armstrong Cork to extend at Team Valley

THE ENGLISH Industrial Estates Corporation announced on October 2, that the Board of Trade had given approval to the building of a 29,000 sq. ft. extension for the Armstrong Cork Co. Ltd., on the Team Valley Trading Estate, Gateshead. Work is expected to commence in the next few days and the project completed by the middle of next year.

Armstrong Cork Co. Ltd., are internationally-known for the manufacture of a variety of building materials and their expansion has been remarkable since they first began production at Team Valley in 1948. A large extension is already in course of construction for the ceiling tile division, and the new project is being built to meet the needs of the floor tile department. The company have an excellent record of export achievement and the new unit, which is to be used mainly for warehousing purposes, will greatly assist in servicing both the export and home markets.

Contractors for this project are Middleton & Pindar Ltd., and the Architects are Cordingley & McIntyre.

Jarrow factory for paper firm

THE ENGLISH Industrial Estates Corporation announced on October 2, that Carter Bros. (Billingshurst) Ltd., a subsidiary of Bunzl Pulp & Paper Ltd., are to take over a vacant 25,000 sq. ft. Board of Trade factory on the Bede Estate, Jarrow.

Carter Bros., whose main works are at Billingshurst in Sussex, manufacture plastic pipes and fittings, layflat tubing and sheeting, and polythene bags. Their new premises are to be used for making a variety of plastic and allied products, and should be in production by the end of the year. It is expected that employment will eventually be provided for 100 men and 40 women.

New industry for Pwllheli

THE BOARD OF TRADE advance factory at Pwllheli has been allocated to B. Gaskell (Footwear) Ltd., of Stalybridge, Cheshire.

B. Gaskell (Footwear) Ltd. specialize in the manufacture of children's shoes and slippers and are the owners of the trade marks 'Little Toddlers' and 'Dandystepps'. They have production units at Stalybridge and at Darwen in Lancashire, and employ a total of 200 people. The firm have decided to base their further expansion in the Development Area, where there are reasonable prospects of finding the workers they will need. Employment will be provided for about 40 people, initially comprising 24 men, 12 women, and a number of school-leavers, both boys and girls, who will receive training in the techniques involved. The firm confidently expect further expansion once the factory is fully operational.

Notes:

The advance factory was authorized in November 1964 and was constructed by the Welsh Industrial Estates Corporation on behalf of the Board of Trade.

Forty-one Government advance factories have been authorized for Wales since speculative building recommenced in November 1964.

Twenty-seven of these factories have been completed or construction is nearing completion; 11 of these are at early stages of construction, and three are still in the preliminary planning stage.

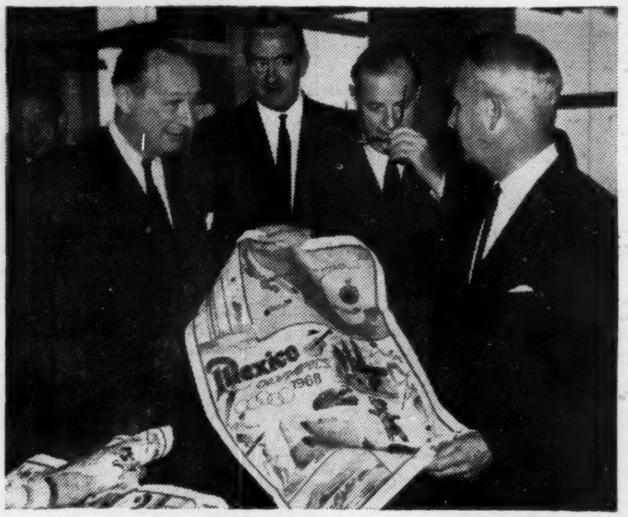
Including the Pwllheli factory, 24 factories have now been let.

Register of industrial sites in South Wales

A NEW REGISTER containing a list of some 120 industrial sites available for factory development in South Wales was announced by Mrs. Irene White, Minister of State for Wales at a press conference in London on October 8.

The Register of Industrial Sites (Part I) is the outcome of an exercise to ensure that full information is readily and clearly available to show all the sites in the South Wales Development Area which are suitable for incoming modern industry. It covers 120 sites, ranging in individual sizes from three acres to more than 100 acres, to a total acreage of 7,500 together with location maps and detailed descriptions.

The Register is based on a survey made by the Welsh Office in consultation with the Board of Trade and local planning authorities. It has taken two years to get all the information together.



The completion of a £500,000 modernization and re-equipment programme by Blackstaff Limited, the Belfast textile manufacturers, was celebrated by an official opening ceremony on September 12. The guest of honour was Mr. Brian Faulkner, Northern Ireland Minister of Commerce. Here we see (left to right): Mr. David L. Malcolm, deputy chairman (textiles) of the Lindustries Group of Companies; Mr. Gordon Lang, a director of Lindustries; Mr. W. E. Luke, chairman of Lindustries; and the Minister of Commerce. Mr. Faulkner is holding one of a Blackstaff's new series of Irish linen coloured pictorial glass cloths. This one celebrates the 1968 Olympic Games in Mexico. Blackstaff is a member of the Lindustries Group of Companies and has long been a leading producer of high quality household textiles and of linen and blended fabrics. About half its total output is exported.

Part II of the Register will deal with the rest of the Welsh Development Area in North, Midland and South West Wales.

In addition to the sites included in Part I of the Register, land is also available at the Board of Trade's industrial sites e.g. at Bridgend, Kenfig and Hirwaun.

The intention is to keep the Register up to date by deleting from it land which is taken up and adding to it additional sites including land which becomes available as the work of reclaiming derelict industrial sites and spoil heaps progresses.

Ambler of Ballyclare Ltd. expands

MR. BRIAN FAULKNER, Northern Ireland Minister of Commerce, announced on October 3 that an 18,000 sq. ft. extension to the present factory of Ambler of Ballyclare Ltd. will be provided by his Ministry. 'We expect that employment will increase by a further 98 (69 men) within one year, bringing total employment to over 350, about half of whom will be men,' said Mr. Faulkner. 'I welcome this development, and, especially, the interest of the parent company, in encouraging expansion of yarn production at Ballyclare.'

Industrial Expansion Act Advisory Committee

MR. ANTHONY WEDGWOOD BENN, the Minister of Technology, has set up an advisory committee to advise him and other ministers on projects which are candidates for Government financial assistance under the Industrial Expansion Act 1968. This is in accordance with section 5 of the act which provides that the committee shall consist of a chairman and not less than four nor more than eight other members and that these shall include members of the NRDC and of the IRC and other persons with certain qualifications, one of which is wide experience of the organization of workers. The chairman of the committee is Sir Frank Kearton, chairman of the IRC.

Aviation and Shipping

Italians to study British navigation aids

A GROUP OF 14 senior representatives of Italian shipyards and shipbuilding firms, accompanied by Italian Government officials, is coming to Britain to study marine radar and navigational aids in this country for 10 days from October 14. They have been invited by the Electronic Engineering Association and the British National Export Council on behalf of the firms whose installations they will be visiting.

These include: Sperry Gyroscope Works, GEC/AEI Electronics, Marconi Company, Decca Company, Plessey Company, Redifon Ltd. and Kelvin Hughes.

New address for Marine Office, Milford Haven

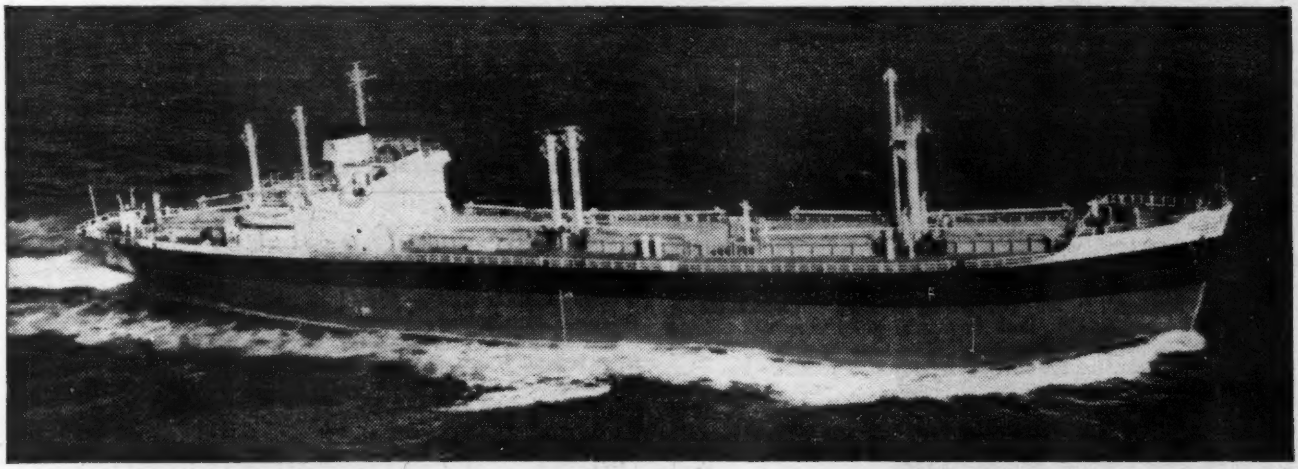
THE BOARD OF TRADE have announced that the Mercantile Marine Office at Milford Haven will move from Point Street, Milford Haven to Ground Floor, Jubilee Buildings, Milford Haven (Telephone number unchanged) on October 16.

Commission on the third London airport: hearing of oral evidence

THE COMMISSION on the third London Airport has already announced that it is ready to receive written evidence relevant to the first stage of its task and that, when it has studied the documents submitted, it will decide whether to invite any oral evidence during this stage to elucidate the matters it is considering.

The Commission asked for site proposals and general evidence by September 16 and for detailed proposals in favour of any specific site by October 31. The first hearing of any oral evidence will take place on Friday, November 1 and subsequent hearings will take place on certain Fridays thereafter. Morning sessions will begin at 10.30 and afternoon sessions will begin at 14.00.

Detailed arrangements for attendance will be made direct with those invited to give oral evidence and as much notice as possible will be given. A further announcement will be made a few days before each session giving the names of witnesses presenting evidence. Hearings will normally take place in the Courtroom at the Commission's premises on 2nd floor of Templar House, 81-87 High Holborn, London, W.C.1, unless otherwise notified. Attendance by the press and the public will normally be welcome.



The 14,900-ton d.w. 'Capetan Giannis', third SD 14 Liberty replacement vessel to be completed by Bartram and Sons Ltd., Sunderland, seen on sea trials. The ship was handed over to her owners, the Alarouzos Shipping Co. Ltd., of Piræus, three weeks ahead of the contract date.

Purchase tax — Exempt drugs and medicines

THE TREASURY have made an Order under Section 2(3) of the Purchase Tax Act, 1963, entitled the Purchase Tax (No. 2) Order, 1968, which came into operation on October 3. The Order consolidates the list of drugs and medicines which were free of purchase tax on September 23, 1968.

The consolidated list supersedes the existing list shown in the Purchase Tax (No. 1) Order, 1967, and it includes the items subsequently exempted by the Commissioners of Customs and Excise under Section 17(3) of the Purchase Tax Act, 1963, that is, the items listed in Directions made by the Commissioners up to and including their Purchase Tax (No. 4) Direction, 1968. The Order does not exempt any additional substances or cancel any existing exemption.

Copies of the Order are obtainable (price 2s., by post 2s. 4d.) from HMSO, 49 High Holborn, London, W.C.1, and branches, or through any bookseller.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

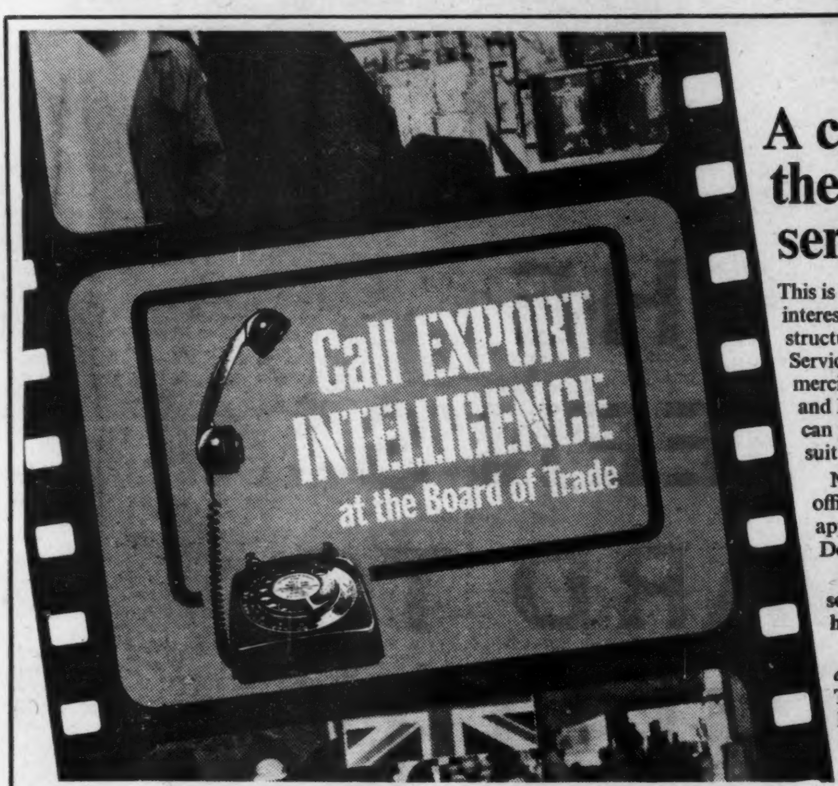
Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

THE QUEEN'S AWARD TO INDUSTRY 1969

The closing date for receipt of applications is the 31st October, 1968. Application forms may be obtained from the Office of the Queen's Award to Industry, 1 Victoria St, London SW1.

Telephone: 01-799 7000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A colourful guide to the Government's services to exporters

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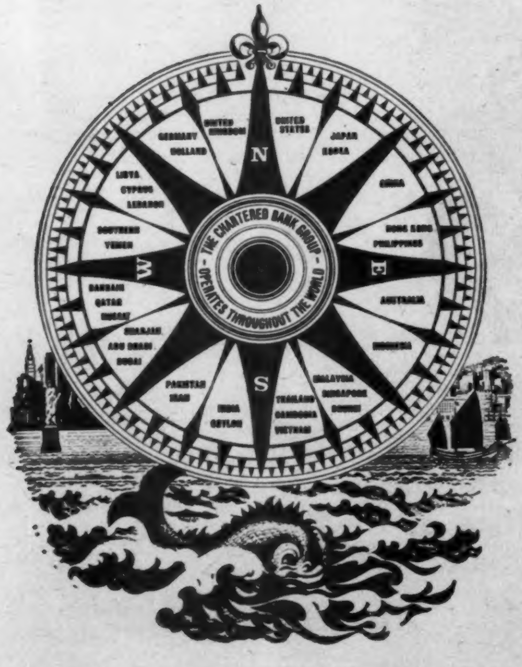
No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

If you want to know how the Government's services for exporters operate and how they might help your firm, you should see this film.

Copies of this 16 mm colour film are readily available on hire from:

The Central Film Library, Government Buildings,
Bromyard Avenue, Acton, W.3
(Phone: 01-743 5555)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New Books

Economic Planning and Policies in Britain, France and Germany, by Geoffrey Denton, Murray Forsyth and Malcolm MacLennan. (424 pages. George Allen & Unwin, £2 10s.) This comparative study of medium and long-term economic policy in three major West European economies, undertaken under the auspices of Political and Economic Planning, is by three authors each of whom has already written extensively on the economic planning of one of the three countries. Here they examine the innovations of economic policy in those countries in the 1960's and assess their success. The first section discusses the problems leading to planning intervention, and describes the most significant developments in planning and policy separately for each country. The main part of the book deals with particular topics in relation to each country in turn. Matters so treated include indicative planning, monetary policy, fiscal policy, public expenditure, prices and incomes policy, regional policy and balance of payments. Finally, economic planning at the level of the European Economic Community is discussed, with particular reference to implications for British membership of the Community, and likely changes in economic policy in the three countries in the 1970's are forecasted.

Imports of Manufactures from Less Developed Countries, by Hal B. Lary. (286 pages. Columbia University Press, 70 Great Russell Street, London WC1. £3 16s.) Mr. Lary's study takes as its point of departure the assumption that, if the less developed countries are to earn foreign exchange in amounts commensurate with their needs, they will have to achieve a rapid increase in exports of manufactures to the developed countries. By definition, the less developed countries have little accumulated capital or technical skill. Any comparative advantage they may attain in manufacturing for export, apart from strongly resource-based industries, is therefore likely to be in "labour-intensive manufactures" – i.e., those which require large inputs of unskilled labour compared with both human capital (or skills) and physical capital. The author distinguishes between labour-intensive and capital-intensive industries on the basis of value added by manufacture per employee. Thus, the higher the value added per employee, the more intensive the industry in human and physical capital combined; the lower the value added per employee, the more labour-intensive the industry. The pattern of industry on this basis proves to be very similar from country to country, even from the richest to the poorest. Imports of labour-intensive manufactures from less developed countries are found to have the following characteristics: (1) the trade is relatively small, accounting in 1965 for less than 10 per cent of total imports by developed from less developed countries. (2) It is highly concentrated by origin, destination, and product. (3) It has grown very rapidly in recent years, not only in textiles, food products, and processed materials but also in a wide variety of miscellaneous manufactures. The study concludes with a discussion of the debate over commercial policy and, in particular, the demands of the less developed countries for tariff preferences by the developed countries. Mr. Lary suggests that the trade policies of the developed countries vis-a-vis the less developed countries are likely to continue to be very diverse.

Puerto Rico the Hidden American Market. (40 pages. Available free from the Publications Department, British National Export Council, 6-14 Dean Farrar Street, London SW1). Startling facts about the market potential of Puerto Rico are given in this booklet. Puerto Rico, with a population of three million, imports more than any of the 20 Latin American republics. It is the United States' fifth largest supplier, and also the fifth most important export customer of the United States. Its average income per head is $1047, the highest in the Western Hemisphere after the United States and Canada. Last year Puerto Rico imported goods and services worth $1,811 million. Eighty-two per cent came from the United States, leaving $326 million to be shared among others. Britain's share was 7 per cent. BNEC Caribbean organized a special market inquiry to determine how British firms could increase their share of Puerto Rico's imports, and established that there is plenty of scope in the following fields: the provision of ancillary or alternative equipment for planned or projected United States plants; use of the island's special facilities and position to sell to neighbouring markets in the Caribbean and Central America. The BNEC booklet examines in detail many industrial investment and capital projects in Puerto Rico and lists numerous contacts for United Kingdom firms.

Iran: A Survey for Businessmen. (48 pages. London Chamber of Commerce, 69 Cannon Street, London EC4. 12s.) The recent export successes achieved by Britain in Iran are a good indication of the prospects open to British exporters, according to the above report. The report has been published following a London Chamber mission, led by Mr. W. E. Rose, chairman of the Middle East Section, which visited Iran in February to investigate how devaluation could be used to promote long term British exports. Iran is one of the most rapidly expanding markets in the world with an average growth rate over the last five years of over 9 per cent. The Fourth Plan which operates from March 1968 to March 1973 envisages large scale developments in all sectors of industry. In particular, mining, petrochemicals, communications, agriculture, water and power are fields in which the report believes Britain can play a vital role,

Marketing in Canada: A 'Building Survey'. (36 pages. The Builder Ltd., 4 Catherine Street, London WC2. 15s., by post 16s. 3d.) In spite of inroads by the United States, Japan and some European countries into the Canadian market, there still exists a fund of goodwill towards products from the United Kingdom and the vast building and civil engineering programme currently running at £4,768 million offers big opportunities for the export of the right kind of goods. This conclusion is reached in the one-man survey noted here on the Canadian market for imported building materials and equipment made by Ian M. Leslie, the Editor of *Building*. The survey itself, which is illustrated and contains essential statistical data, is based on interviews with over 60 government officials, architects, engineers and contractors in six Provinces of Canada. A summary of the survey has also been printed in the September 20, 1968 issue of *Building*.

Britain's Small Firms: Their Vital Role in the Economy. (28 pages. Confederation of British Industry, 21 Tothill Street, London SW1. 5s.) A booklet has been produced by the Small Firms Committee which the CBI established last year under the chairmanship of Mr. R. G. Beldam. In the booklet the CBI examines the part played by small firms, their probems and advantages, and recommends various steps which should be taken to alleviate the many difficulties which confront them. There are some 5,000 individual firms employing less than 200 workers in direct membership of the CBI, many thousands more belong through their membership of member trade associations or employer organizations. For this reason and also for the important contribution which small firms make to the economy, the CBI is particularly concerned about the feelings of disillusionment and frustration which it believes so many small firms are experiencing at the present time.

Press Relations Practice, by Frank Jefkins. (243 pages. International Textbook Co. Ltd., Intertext House, Parkgate Road, London SW1. £2 2s.) The book aims to stimulate better press relations practice through the application of practical and logical techniques. It provides basic information for the beginner: valuable guidance for the established press officer and useful and important comment on the position of press relations within the overall structure of public relations. Many examples are given from actual press relations practice.

Britain's New Coins. Decimal Currency Board. (27 pages. Available from HMSO and other Government bookshops. 1s.; by post 1s. 4d.) An estimate that at least 6,500 million £sd coins will have to be withdrawn and replaced with decimal coins by the end of Britain's change-over period to decimal currency is given in this new Decimal Currency booklet. Two hundred million 10s. notes will also be withdrawn as part of "the greatest revolution in the history of currency". The booklet, *Britain's New Coins* dismisses the argument that a decimal coin equivalent to 6d. (2½ new pence under the decimal system) should be introduced when the changeover begins on D Day, February 15, 1971. The Board says that practical experience shows that coins ending in fractions are more difficult in a decimal system, slowing payment and increasing mistakes. They list the sixpence for withdrawal at the end of the changeover period (not later than August 1972) along with the other remaining £sd coins, 1d. and 3d. Each of the new decimal coins is illustrated and described in detail. and a timetable given of the various coinage changes. Some of the considerations involved in the choice of denominations and the design of the coins are also dealt with. The historical background to Britain's coinage is outlined and the links traced between the old and the new currencies. The Decimal Currency Board has recently published its Newsletter, No. 3.

Other Publications

THE PATENTS ACTS 1949-1961, by the Chartered Institute of Patent Agents. 2nd edition. 377 pages. Sweet and Maxwell. £5 5s.

ROAD HAULAGE ASSOCIATION YEAR BOOK 1967-68. 96 pages. Available free from Road Haulage Association Ltd., 22 Upper Woburn Place, London WC1.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
October 17	**Surplus plant and stores**	**The County Hall, Botchergate, Carlisle**	**Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292).**

M.T. spares including quarter lights; rear vents; door windows; brake linings; carburettors; filler caps; servo assemblies; clutch spares; fuel pumps; steering valve assemblies, etc.; machine and hand tools including grinding machines; arbor press; flexible drive unit; electrical items including oscilloscopes; test sets; generators; power units; transformers; receivers; modulator units; electric motors; battery chargers; electronic valves; fans; drills; cable, etc.; gyro units; stop and pocket watches; aircraft and other clocks; binoculars; barometers; telephone equipment; fire pump hoses; sewing machines; tool boxes; paint spraying equipment; teleprinter paper, etc.

October 22-24	**Technical and miscellaneous stores**	**The Lido Ballroom, Winchester, Hants**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).**

2-ton industrial trucks; fork lift trucks; generating sets; charging sets; fire pump trailers; oxygen cutting and welding sets; miscellaneous wireless and communications equipment and spares; motor vehicle spares; hydraulic and other jacks; gravity rollers; machine tools; hand tools and tool kits; binoculars; watches; theodolites; photographic equipment; electronic equipment; 4 and 2-way steel pallets; metal safes; musical instruments; amosite and asbestos pipe lagging; clothing and textiles including large quantities of white and coloured blankets; raincoats; dress trousers; B.D. and serge trousers and coloured blankets; raincoats; dress trousers; B.D. and serge trousers and blouses; woollen jerseys; drill shorts; shirts; vests; carpets; canvas and web haversacks and packs; large quantity aircraft and M.T. tyres; scrap webbing; canvas, mixed rags, etc.; large quantities of furniture; kitchenware and general stores.

October 31	**Miscellaneous stores**	**Auctioneers premises**	**Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews, St. Andrews Cross, Plymouth. (Tel. 69292).**

Machine tools; industrial fork lift trucks; light fire pump trailers; 27¼ KVA generator; transformers; miscellaneous electrical equipment; binoculars; watches; miscellaneous vehicle spares; wooden boxes; clothing and textiles including greatcoats; raincoats; BD trousers and blouses; ankle boots; berets; shirts; foul weather clothing; haversacks; woollen and mixed rags; old webbing; tentage; carpets, etc.; and large quantities of other general stores.

November 5-6	**Plant and equipment, miscellaneous stores**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073).**

Machine tools; concrete pump and spares; percussion drill rig, trailer mounted; S/A and D/A pile hammers; Marshall 10-12 ton road roller; air compressors and spares; electrical equipment; electronic valves; small tools; wire rope; naval watches; aircraft and MT tyres; MT spares; clothing and textiles including, women's motor cycle jackets; boots; socks; collarless shirts; raincoats; large quantity haversacks; and a large and varied assortment of general stores.

Catalogues available from relevant auctioneers about two weeks prior to and up to the date of sale, price 1s. 0d. (postal orders only).

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at Ministry of Defence auction sales to be held at WINCHESTER on October 22-24, and at BICESTER on November 5-6, 1968. They will be lotted in sizes and most lots will not exceed 200 pairs. Catalogues, price 1s. 0d. (postal order only) available from the auctioneers:

WINCHESTER: Richard Austin & Wyatt, 79 High Street, Fareham, Hants.
BICESTER: Midland Marts Ltd., Market Square, Bicester, Oxon.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, Ext. 2653/6) *and not to HMSO.*

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VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Now Lowe Donald (Canada) make more out of 10 yards of cloth than they used to make from 60.

How come?

By using Air Canada's 24-hour freight service. Lowe Donald & Co. Ltd. are a Scottish firm making men's woollen and worsted suitings. Until 6 months ago their office in Toronto relied for stock on cloth shipped out from London. And that meant waiting 10 to 14 days every time they ordered.

So Lowe Donald were forced to keep a spare 60 yards of each pattern in Toronto —and you can imagine what that cost in tied-up capital, extra insurance and storage space. That's why they decided to find out what Air Canada's freight service could do for them.

Air Canada offered them 24-hour delivery as often as they needed it, which straight away cut out the need to keep spare stock in at all. (Now they just hold 10 yards of each pattern as an emergency reserve.) All they have to do is to send a telex to England, received in the morning, and Air Canada flies goods out to Toronto *the same night*, to be collected and delivered next day.

Turnover up 15% Results have been immediate and spectacular for Lowe Donald. By using air freight 2 or 3 times a week, not only has stockholding been slashed by five-sixths, but turnover has shot up 15% in only 6 months. What's more, their cloth can now be packed in light canvas air bags instead of unwieldy crates, which speeds up the process at both ends of the journey and saves them money.

Lowe Donald have plans to use Air Canada's air freight daily. They say Air Canada has made it as quick to deal with Toronto as their own London office.

AIR CANADA

20 Grosvenor Hill, London W.1. 01-629 8292 · St. Andrew House,
59 Sauchiehall Street, Glasgow C.2. Douglas 1511/6 · Manchester
236-8862/3 · Birmingham Central 4515/6 · Leeds 20628

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCK			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+354	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	124	171	185	165	+227	+129	+30	+ 6
1967	133(1)	133	171	165	132	101	172	128	166	203	186	+104(1)	— 47	—30	+10
1967															
1st quarter	133	132	167	161	129	100	166	127	163	192	178	+ 39	— 8	— 7	+14
2nd quarter	133	133	170	162	129	100	175	133	174	200	185	+ 48	+ 12	—11	+14
3rd quarter	134	133	173	166	133	102	172	125	164	207	189	+ 32	— 18	—16	—20
4th quarter	134(1)	136	174	169	135	104	173	125	163	211	193	+ 49(1)	— 32	+ 5	+ 2
1968															
1st quarter	136(1)	137	179	176	140	106	175	121	183	212	193	—119(1)	—116	+ 3	+46
2nd quarter		138				102		121	168				+ 43	+12	Nil
1968															
February		137				105									
March		138				107									
April		137				102									
May		138				100									
June		139				103									
July		139*				102									
August						104									

	ORDERS		PRICES AND COSTS					LABOUR			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale: price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment			
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average			
	at 1958 prices										at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.					—	—	—				3,834	3,250	
1962	117	100	101·6	+4·2	103·0	120·6	136·2	432	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	— 91
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—404
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—107
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—302
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24,225	203	181	—168
2nd quarter	138	125*	125·0	+4·5	122·8	141·3	185·7	550	180		201	180	—169
3rd quarter								580	182				
1968													
February	143	116	122·2	+3·0	125·7	139·2	184·8	503	185		208	183	
March	142	117	122·6	+3·4	126·8	140·6	185·3	509	184		206	181	
April	142	120*	124·8	+4·4	123·5	141·1	185·5	535	180		203	180	
May	140	123*	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June	138	125*	125·4	+4·6	122·9	141·5	186·0	569	178		193	182	
July	138*	125*	125·5	+5·3	122·1*	141·5*	186·7	580	180		210	188	
August			125·7	+5·7	122·2*	141·5*	187·2	585	179		209	199	
September								575	186				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

3½m. overseas visitors came to Britain last year

NINETEEN SIXTY-SEVEN was a record year for the British tourist trade, says the annual report of the British Travel Association, Britain's official tourist organization, which was published on October 3. In 1967 Britain achieved a total of 3,500,000 overseas visitors (not including over 700,000 visits made by residents of the Irish Republic). This represented an increase of 8 per cent over the previous 12 months. Tourist earnings were also a record.

Total earnings from overseas visitors, including fares paid by them to British carriers, exceeded £350 million. Of this, £236 million was spent within Britain – a rise of £17 million (8 per cent) on the previous year.

'An 8 per cent rise in tourist traffic, an 8 per cent rise in income derived from it – these percentages are highly significant,' comments the report. 'For the past decade the annual increase in the number of visitors to Britain has been considerably greater than the increase in their expenditure – in other words, the average amount spent by each visitor has been gradually falling. . . . But now, with the rise in tourist expenditure keeping pace with the rise in numbers, it seems that this trend might have been halted. We can anticipate that not only will our traffic returns achieve or surpass our estimate of five million visitors by 1970, but also the income derived from them will show a corresponding increase. And it is earnings, as well as the actual number of visitors, that must be our prime concern.'

The report says that 1967 was a year which underlined the truth that in tourism, as in other trades, growth is not an automatic process: it is not something that can be taken for granted. The growth of tourism is dependent on the economic state of the world, which itself is dependent on a wide variety of influences, many of them apparently unconnected.

The increase of 8 per cent in Britain's tourist traffic in 1967 represented a slower rate of growth than the average for recent years (12 per cent), says the report.

'But in view of the prevailing economic conditions we have every reason to be satisfied with so substantial an increase in our traffic,' it comments.

The report goes on to say that the Government has shown itself aware that holidays spent in Britain by British people rather than abroad save much foreign currency which otherwise would be used to import foreign services. Like other trades, tourism is dependent on a flourishing home market for the development on which to base its overseas business.

In 1967/68 the Association received a substantial additional grant to be used to encourage British people to travel in their own country and also to extend the holiday season. 'This positive action was warmly welcomed by the BTA,' says the report, 'and, as part of the "Home Holidays" campaign which was financed by the new grant, all sections of the travel trade were encouraged to improve their information and marketing services to the British holidaymaker to meet massive competition from foreign holiday areas, many of which are supported by Government subsidies.

'It is worth emphasizing,' continues the report, 'that far more of our own people spend their holidays in Britain than go abroad.

'In 1967 over 30 million British people spent their "main" holidays in Britain, as compared with just over five million who went to foreign countries.

'Expenditure by home holidaymakers amounted to £560 million (approximately the same as in 1966), while expenditure on foreign holidays was £300 million (including fares) – a drop of £20 million on the previous year.

'Figures like these,' says the report, 'make it clear that the importance of the home holidaymaker as a factor in the British tourist trade can hardly be exaggerated, and we are glad to report that our campaign has received valuable support from Government departments and other national organizations as well as from the travel industry itself.'

Gold and convertible currency reserves in September

HM TREASURY announce that the gold and convertible currency reserves rose by £21 million during September, to stand at £1,132 million at the end of the month.

Business Monitor

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THE FOLLOWING TITLES and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, Box 569, London, S.E.1.

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Air Freight and Mail for June 1968.

Hire Purchase: correction

THERE WAS a printer's error in the figures published in Table I of the Hire Purchase Statistics published on October 4, 1968. The figure for total of instalments outstanding to finance houses, durable goods shops and department stores which is shown against July/August should read '1018' and not '1013'.

Robert Hough

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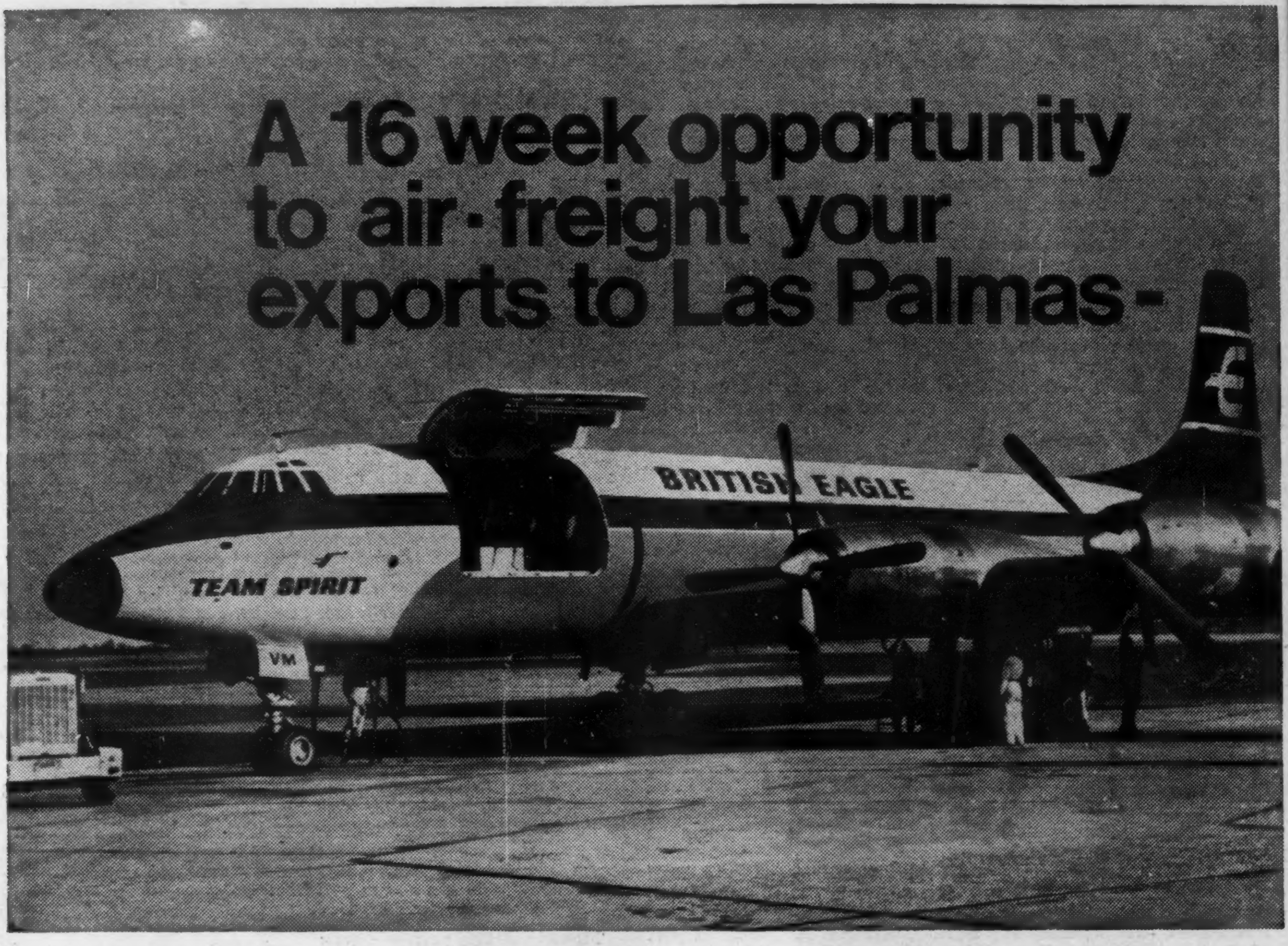
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UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for August

IN AUGUST the unit value index numbers for both imports and exports were unchanged, the import unit value index at 122 (1961=100), 10½ per cent higher than before devaluation, and the unit value index for exports at 125, 8 per cent above the level recorded last October. The terms of trade at 103 were also unchanged, 2 per cent lower than they were before devaluation.

Most of the initial effects of devaluation on import prices have now appeared; the stability in the import unit value index in August reflected no change in the unit value index numbers for food, beverages and tobacco, and basic materials. The index for manufactured goods rose one point in August, but this was offset by a decrease of one point in the fuels index. The fall in the fuels index, which had remained practically unchanged since February, was due to the reduction in freight costs caused by the availability of surplus tanker tonnage and to the introduction of very large oil tankers on the Cape route. The rise in the manufactured goods index mainly reflected further rises in the average values of imported finished manufactures.

The export unit value index has remained at 125 since June, and there were no changes in any of the group indices last month.

The seasonally adjusted export volume index at 141 in August

(Continued on next page)

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports								(1) Terms of Trade
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1966 1st quarter	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter	120	120	104	108	134	121	105	123	111	113	129	124	126	101
2nd quarter	121	120	108	108	135	123	107	126	113	115	133	127	128	102
1967 January	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April	108	115	100	81	114	114	100	116	106	111	118	117	116	105
May	107	115	99	81	113	114	101	116	106	113	118	118	116	106
June	106	113	98	81	114	114	102	116	105	114	119	118	115	107
July	107	111	97	91	114	114	101	116	106	112	120	119	114	107
August	108	110	97	104	115	115	101	117	107	110	119	119	116	106
September	109	112	97	105	115	115	101	117	107	111	120	120	116	106
October	110	114	97	102	117	116	101	118	109	111	121	120	116	105
November	112	116	98	102	119	116	101	118	109	111	121	120	116	104
December	117	118	100	107	129	116	101	119	107	110	123	121	118	100
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May	121	120	108	108	134	122	107	125	113	114	133	126	127	101
June	121	120	109	108	133	125	105	128	113	116	132	132	129	104
July	122	120	109	108	135	125	107	128	115	116	132	132	129	103
August	122	120	109	107	136	125	107	128	115	116	132	132	129	103

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

UNIT VALUE AND VOLUME INDEX NUMBERS FOR AUGUST, *continued*

provides further evidence of a strongly rising trend of exports; the volume of exports in the three months June-August was 4 per cent higher than in the preceding three months. The volume index for imports at 147 in August was about 0.7 per cent lower than in July. The August figures may have been inflated by the aftermath of the recent Kennedy Round tariff cuts and the carry-over of imports from France because of the strikes there, and the underlying rate of increase in imports has eased back a little in the recent months.

Note:

This series of index numbers based on 1961 = 100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

(1961 = 100)

	IMPORTS					UNITED KINGDOM EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division . .		0 and 1	2 and 4	3	5 to 8		0 to4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	166	168	119	131	118	148	94	108	112	136
1966 1st quarter . . .	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter . .	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter. . .	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter. . .	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter . . .	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter . .	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter. . .	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter. . .	136	106	105	178	170	109	123	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
2nd quarter . .	144	104	112	186	189	134	139	134	174	105	121	130	147
1967 January . . .	144	107	111	192	181	129	133	129	159	106	114	127	140
February . . .	122	103	85	172	146	126	147	125	156	99	109	122	140
March . . .	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140
May	136	108	104	179	169	132	139	131	163	100	130	132	124
June	137	111	106	137	184	125	138	124	161	98	113	118	144
July	122	100	102	108	159	122	130	122	145	92	114	118	141
August . . .	130	101	114	160	160	108	108	109	132	85	96	100	143
September . . .	125	99	97	181	149	106	131	103	143	82	100	88	136
October . . .	129	91	94	200	164	95	111	93	110	75	84	83	130
November . . .	144	117	113	178	180	106	135	102	122	90	94	93	127
December . . .	133	109	108	155	165	126	139	123	165	101	112	121	121
1968 January . . .	157	125	118	179	201	131	154	129	157	100	112	129	140
February . . .	143	109	107	165	191	136	135	138	164	109	120	135	160
March . . .	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130
June	129	91	103	169	171	133	156	131	176	103	119	122	157
July	154	108	120	191	209	139	149	139	163	113	123	136	159
August . . .	143	100	118	171	191	129	157	126	155	102	115	111	176

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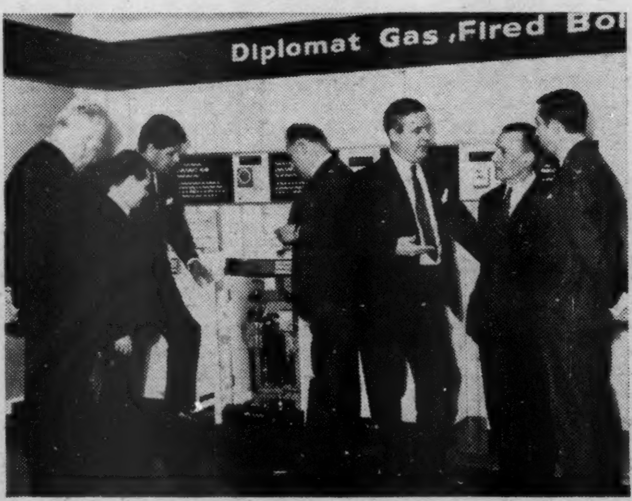
Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

(1961 = 100)

	IMPORTS							UNITED KINGDOM EXPORTS							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			*0* and *1*	*2* and *4*	*3*	*5* to *8*			*0* to *4*	*5* to *8*	*5*	*65*	*67* to *69*	*7*	
Weights . .	*1,000*		*327*	*222*	*106*	*337*		*1,000*	*125*	*843*	*86*	*65*	*123*	*428*	*141*
1966 1st quarter .	*126*		*104*	*105*	*148*	*151*		*120*	*131*	*119*	*131*	*96*	*102*	*118*	*138*
2nd quarter .	*121*		*99*	*199*	*146*	*147*		*114*	*124*	*112*	*130*	*93*	*98*	*112*	*123*
3rd quarter .	*126*		*103*	*108*	*157*	*149*		*123*	*123*	*123*	*141*	*98*	*104*	*124*	*136*
4th quarter .	*118*	*118*	*98*	*96*	*162*	*138*	*138*	*127*	*134*	*127*	*153*	*100*	*113*	*126*	*140*
1967 1st quarter .	*132*	*132*	*105*	*97*	*172*	*165*	*164*	*129*	*141*	*127*	*157*	*102*	*116*	*124*	*146*
2nd quarter .	*134*	*133*	*108*	*102*	*158*	*170*	*167*	*122*	*135*	*122*	*156*	*98*	*113*	*116*	*135*
3rd quarter .	*128*	*127*	*102*	*102*	*153*	*159*	*157*	*121*	*131*	*119*	*146*	*91*	*112*	*112*	*142*
4th quarter .	*135*	*134*	*102*	*105*	*181*	*175*	*172*	*104*	*117*	*105*	*134*	*84*	*91*	*99*	*123*
1968 1st quarter .	*146*	*144*	*113*	*109*	*165*	*190*	*186*	*135*	*146*	*134*	*167*	*105*	*120*	*130*	*152*
2nd quarter .	*142*	*141*	*105*	*112*	*178*	*183*	*178*	*130*	*139*	*129*	*167*	*104*	*115*	*123*	*146*
1967 January .	*139*	*139*	*103*	*102*	*181*	*172*	*172*	*138*	*149*	*136*	*170*	*113*	*123*	*134*	*152*
February .	*131*	*131*	*112*	*93*	*175*	*162*	*162*	*129*	*152*	*127*	*163*	*102*	*115*	*123*	*143*
March .	*128*	*127*	*101*	*96*	*160*	*160*	*159*	*120*	*122*	*119*	*140*	*91*	*111*	*113*	*142*
April . .	*139*	*137*	*109*	*101*	*170*	*177*	*173*	*125*	*136*	*124*	*162*	*96*	*113*	*119*	*139*
May .. .	*133*	*132*	*108*	*106*	*166*	*164*	*160*	*124*	*136*	*122*	*151*	*98*	*120*	*119*	*130*
June . .	*131*	*130*	*107*	*99*	*136*	*169*	*167*	*118*	*135*	*118*	*154*	*99*	*108*	*110*	*136*
July . .	*125*	*124*	*103*	*101*	*114*	*159*	*156*	*127*	*144*	*124*	*151*	*94*	*117*	*120*	*138*
August .	*128*	*127*	*101*	*103*	*153*	*163*	*160*	*119*	*120*	*120*	*144*	*92*	*111*	*115*	*145*
September .	*130*	*129*	*102*	*100*	*191*	*157*	*154*	*118*	*129*	*112*	*144*	*86*	*108*	*101*	*142*
October .	*130*	*129*	*89*	*96*	*203*	*164*	*161*	*94*	*107*	*94*	*108*	*73*	*82*	*86*	*123*
November .	*137*	*136*	*104*	*110*	*177*	*174*	*170*	*95*	*113*	*94*	*114*	*80*	*83*	*89*	*114*
December .	*138*	*137*	*114*	*109*	*163*	*189*	*185*	*123*	*130*	*126*	*182*	*98*	*108*	*121*	*132*
1968 January .	*141*	*140*	*111*	*103*	*164*	*180*	*177*	*137*	*166*	*135*	*164*	*107*	*119*	*133*	*151*
February .	*150*	*148*	*112*	*115*	*168*	*201*	*195*	*136*	*136*	*135*	*163*	*108*	*122*	*131*	*156*
March .	*146*	*145*	*116*	*108*	*164*	*190*	*187*	*131*	*136*	*131*	*173*	*101*	*119*	*124*	*150*
April . .	*144*	*143*	*108*	*115*	*174*	*182*	*179*	*130*	*130*	*131*	*164*	*102*	*118*	*126*	*154*
May . .	*146*	*143*	*109*	*113*	*170*	*192*	*184*	*129*	*134*	*129*	*167*	*106*	*112*	*127*	*137*
June . .	*137*	*135*	*100*	*108*	*190*	*176*	*171*	*129*	*153*	*127*	*170*	*104*	*116*	*117*	*149*
July . .	*148*	*147*	*108*	*112*	*187*	*195*	*190*	*134*	*152*	*134*	*163*	*110*	*120*	*131*	*150*
August .	*147*	*143*	*105*	*111*	*178*	*199*	*188*	*141*	*177*	*139*	*171*	*112*	*130*	*126*	*177*

OVERSEAS VISITORS TO BRITISH INDUSTRY



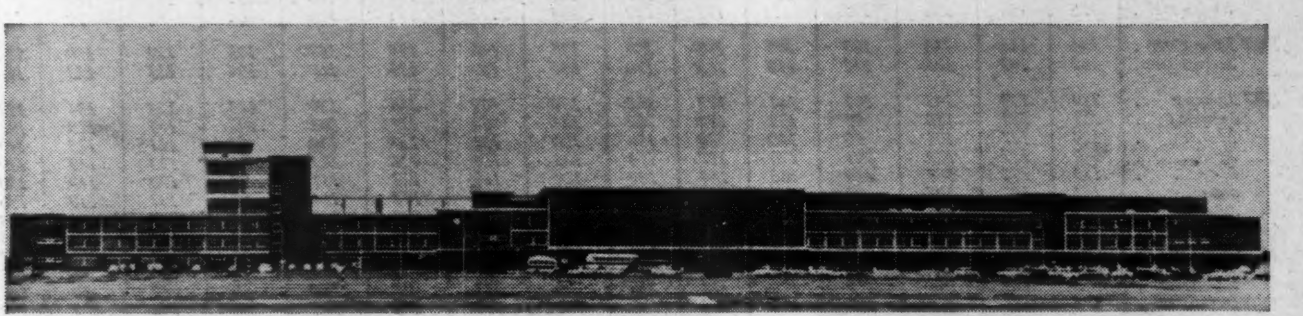
Mr. J. D. Rice, general manager and director of Abair Potterton SA, and Mr. R. R. Hudson, managing director of Potterton International Limited, showing Potterton boilers to a party of senior heating engineers from the Belgian Ministry of Public Works.

Dr. Kurien, chairman of the National Dairy Development Board of India, spent a day in discussion with the APV Company Ltd. in Crawley, Sussex, on September 19. He was accompanied by Mrs. Kurien, whose programme included a tour of Crawley New Town. (Left to right): Mr. L. J. Blogg (APV), Mr. T. A. Nutt (APV), Dr. Kurien, Mr. M. Seligman (managing director, APV International), Mr. E. Hanau (APV), Mrs. Kurien, Mr. M. J. P. Martin (APV).

British construction work overseas 1967-68

Contributed by the Ministry of Public Building and Works

Bormo extension to the Gongola Bridge, Nigeria. Built by Stirling-Astaldi Ltd.



Panoramic view of new Lusaka International Airport terminal buildings built for the Zambian Government by the Mitchell Construction Company (Zambia) Ltd.

INFORMATION COLLECTED by the Ministry of Public Building and Works shows that British building and civil engineering firms obtained contracts for construction work overseas to the value of £232 million during the year ended March 1968. This is the highest level so far reported and is £34 million more than the previous peak reported in 1964/65. The value of work done during the period by 103 British firms in 104 different countries rose to £182 million and exceeded by £10 million the record figure reported for the previous year. There was a substantial increase of £48 million to £222 million in the value of work outstanding at the end of the period.

The table (Appendix A) gives an analysis of the contracts obtained, work done and work outstanding overseas by British firms during the past three years. It will be seen that the increase in the value of contracts obtained is spread over all areas except the dollar area where there has been a big drop. Part of the explanation for this fall lies in the cessation of contracts in the Canadian market. However, the fact should not be overlooked that competition in the North American market is quite intense and a tribute is due to those British firms who have in the past succeeded in securing some very large contracts.

The Laing Group of Companies was particularly successful in Spain. The Spanish Ministry of Public Works accepted an offer to construct a £50 million super-highway along the coast of Northern Spain from Bilbao to Behobia on the French border, and the successful concessionaire company formed to undertake the project includes John Laing together with two companies respectively from Spain and Belgium. Work is to begin early next year and the road will be opened to traffic in stages with final completion in 1974. The concession is for a period of 35 years and will include design, construction, maintenance and operation. There will be 140 bridges and other structures and three major tunnels and the project will involve more than 20 million cubic yards of rock blasting. The Laing Building and Civil Engineering Group already operates in Spain through Laing Iberica SA, based in Madrid, and this company obtained five contracts totalling nearly £2 million. Three of these contracts are for work in Madrid and include the construction of three blocks of apartments, a new hall of residence for students attending the University of Madrid and extensions to a pharmaceutical laboratory. The other two contracts are for the construction of the new 'Hotel Inglaterra' in the centre of Seville and new bodegas (structures) for storing, distilling

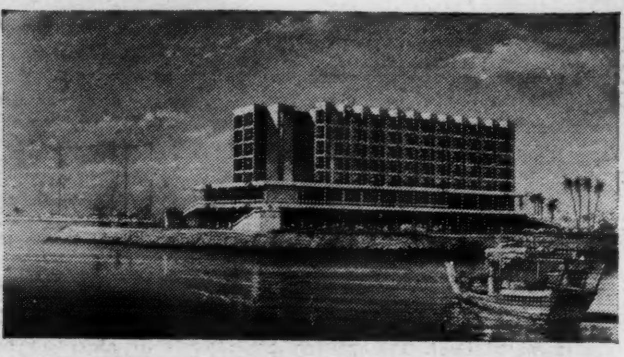
APPENDIX A

Contracts obtained and work done 1966/1968

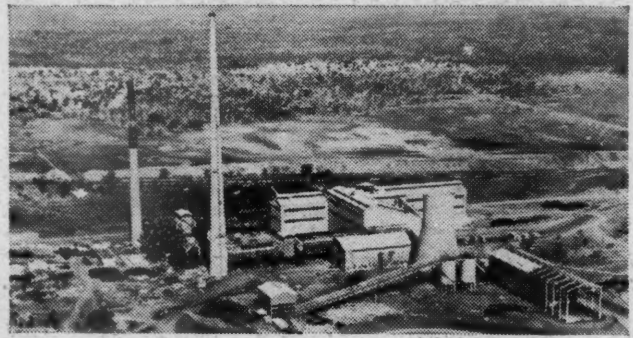
Area	Total value of contracts obtained in the year ending			Estimated value of work done in the year ending			*Value of work outstanding at		
	March 31, 1966	March 31, 1967	March 31, 1968	March 31, 1966	March 31, 1967	March 31, 1968	March 31, 1966	March 31, 1967	March 31, 1968
Sterling	99	96	161	90	95	99	93	97	160
Dollar	75	58	37	53	56	53	58	49	31
Western Europe	7	12	11	8	13	16	11	13	8
Remainder	9	4	23	18	8	14	19	15	23
TOTALS	190	170	232	169	172	182	181	174	222

*Including extensions and increases in cost, less cancellations to contracts previously reported.

Taylor Woodrow of Nigeria Ltd. recently completed an £800,000 contract for Niger House, Lagos, for the United Africa Company.



Artist's impression of George Wimpey and Co. Ltd.'s new hotel at Manama, Bahrein.



British Insulated Callender's Cables (SA) (Pty.) Ltd. has completed electrical installations for the Palabora Mining Co. in the Transvaal.

Work at Barajas Airport, Madrid, by Laing Iberica SA on the new terminal building for the Spanish Air Ministry.

and maturing wines and spirits) and complementary facilities for a brandy and sherry producer at Jerez. Although modern materials and techniques will be used for the construction of the structural frame of the bodegas, they will be clad with the same materials and take the same form as have been used in the Jerez region for centuries. This is because the maturing of brandy is a carefully controlled process which takes place over many years and any basic change in ambience could have adverse results. George Wimpey and Co. Ltd. are also operating in Spain, in partnership with Paviflex, and secured two substantial resurfacing projects on arterial roads near Madrid. Quite apart from their numerous other activities, Wimpey have been working on Spanish roads for some time. Cintec SA, the associate company of W. & C. French Ltd., continued their roadwork activity in Spain by obtaining two contracts; one for a £1 million road contract near Astorga and the other for a £1.8 million motorway through Bilbao.

In Eire, W. A. Dawson Ltd. was awarded a contract valued at just over £0.5 million for the construction of an oil tanker jetty for a generating station in Dublin. The jetty consists of an approach bridge, jetty head and oil unloading area, two berthing dolphins and four mooring dolphins. These will be reinforced concrete structures, supported on piles supplied by South Durham Steel and Iron Co. Ltd.

In East and West Africa, a number of British firms gained sizeable contracts, Wimpey being awarded their first contract in Gambia to build four roads totalling some 120 miles. In Ghana, British Insulated Callender's Construction Co. Ltd. received an order covering the dismantling, reconstruction and expansion of the electrical distribution system in the City of Accra, together with the supply of materials. In Zambia, Costain (Zambia) Ltd. were awarded a contract to build a 54-bed extension to the Ridgway Hotel in Lusaka, and Dorman Long (Bridge & Engineering) Ltd. are to build a new bridge over the Luangwa River, 150 miles east of Lusaka; also included in the contract is the demolition of the existing bridge. Further east, W. & C. French Ltd. were awarded a £1.3 million contract for 50 miles of road between Dedza and Lilongwe, the site of the new capital of Malawi, and another contract for the construction of a brewery at Blantyre, Malawi. The brewery will be run as a joint undertaking by the Malawi Development Corporation and the Copenhagen based Carlsberg Brewery. In addition, French have a contract from the Swaziland Electricity Board to construct extensions to a hydro-electric scheme; one of the main features is a concrete lined canal two miles long. The Mowlem Construction Co. was awarded a contract worth nearly £2 million to construct the 100 mile Gulu-Kafu road in Uganda which is the first stage in the provision of a bitumized road from Gulu to Kampala. This company is also building a number of other projects in Uganda.

In North Africa, a contract worth just under £2 million was obtained in Libya by Sir Lindsay Parkinson & Co., Ltd., as a joint venture, and a special company, Parkinson, Jeannou & Paraskevaides Ltd., has been formed to undertake the construction of eight schools. Kier Ltd. also secured a contract in Libya, for the construction of workshops, an ancillary administration building and roadways.

A valuable £11 million defence project for Saudi Arabia is being undertaken jointly by John Laing Construction Ltd., George Wimpey & Co. Ltd. and Haji Abdulla Alireza & Co. Ltd. The contract is for the construction of buildings required in connection with the training of the Royal Saudi Air Force and was placed by Airwork Services Ltd., a member of the Saudi Arabian Defence Consortium, which includes the British Aircraft Corporation Ltd. and Associated Electrical Industries Ltd. At the Flying Training Centre in Riyadh, the Saudi Arabian capital, Laing are to construct technical buildings and living accommodation, together with all services, for instructors and domestic staff; and at Dhahran, Wimpey are to build a technical college with associated facilities for about 1,000 students, and residential accommodation for training staff. Another contract for work in the Middle East was awarded to British Insulated Callender's Construction Co. Ltd. by the Government of Qatar for the supply and installation of 60 miles of overhead lines and distribution lines which will form

(Continued on next page)

BRITISH CONSTRUCTION WORK OVERSEAS, *continued*

part of the electricity supply network from Doha, the capital, to outlying communities and water well areas. Land has been reclaimed off the coast of Bahrain for the construction of an hotel. The site juts into the sea and the hotel has been designed by George Wimpey & Co. Ltd. – who won the contract for site preparation, design and construction – so that every bedroom faces out over water. The hotel will be air conditioned throughout and this project is to form part of a scheme for developing this area on the outskirts of the capital, Manama. At Dubai, one of the Trucial States, a contract worth over £9 million has been obtained by Richard Costain (Civil Engineering) Ltd. to build a deep-water harbour. The construction of the harbour consists of two breakwaters, new quays, dredging and land reclamation on which transit sheds will be built. Two million cubic yards of rock will be quarried, 1½ million cubic yards of filling material will be placed and 350,000 cubic yards of material dredged. The quays up to 2,300 ft. long, will be formed behind sheet piling and capped with concrete. The four transit sheds will be 400 ft. by 200 ft. in plan and constructed of light steel framework with asbestos cladding. The contract also includes the construction of roads and ancillary services.

Raymond Concrete Pile Co. Ltd. has been awarded a number of piling contracts by firms from various countries including Sweden, Switzerland, Lebanon, Egypt, Italy and Bulgaria, which will require over 20,000 piles in all. Works will be carried out at Benghazi in Libya, Abu Dhabi in Trucial Oman, Iraq, Iran and East Pakistan. The two largest contracts are each for about 6,000 piles which will be driven for a multi million dollar chemical complex at Bandar Shahpur in Iran and for the first of a series of four grain silos in East Pakistan. Also active in East Pakistan are British Insulated Callender's Construction Co. Ltd. who secured a contract for some 35 miles of overhead transmission lines in the Chittagong area. This company has also been awarded a further contract valued at approximately £1.2 million by the Indian Railway Board for the erection of overhead equipment for the electrification of over 700 track kilometres (435 track miles) between Rourkela and Bilaspur on the main line of the South Eastern Railway between Calcutta and Nagpur. This new contract will link up with previous electrification work carried out by the BICC Group to facilitate the transport of raw materials to the extensive steel plants in Bihar State and to distribute the products of these plants and other industries in the area. Since 1958, when the railway electrification programme started in India, BICC have been awarded 16 contracts there valued at over £11 million and covering over 3,400 kilometres (2,113 track miles). Costain-Blankevoort International Dredging Co. Ltd. won a £1.5 million contract in India. It involves dredging operations inside Madras Harbour and along its approach channel to turn it into a deep-water harbour capable of accommodating tankers of up to 90,000 tons. Dredging has begun and the greater part of the work should be finished by the end of the year. Two vessels will dredge up more than 5 million cubic metres of material, mostly sand, and some of this will be used for reclamation work.

George Wimpey & Co. Ltd. already known in Hong Kong for the construction of three power stations, secured a contract to build a cement bagging and ready-mix complex in Hong Kong. This contract includes construction of a jetty with handling equipment and a 14-storey building to which raw materials will be brought before being blended, bagged and stored ready for distribution. Wimpey have successfully met a number of constructional problems in the area; considerable site works were necessary on reclaimed land where two of the power stations were built. Due to the special local conditions, the pumphouse structure of one station was constructed on the other side of the harbour, floated across, and sunk in position. Site works for the third station included cutting away a 180 ft. high granite hill which was in the way. Piling and Construction Co. Ltd., achieved a notable success while working on the foundations of the new Jurong Power Station in Singapore. Initially, the company, a member of the Costain Group, was asked to install approximately 1,000 piles during a six month sub-contract, but while work was in progress this figure was increased to 2,500 piles and the company was still able to complete the task within six months.

Glacis flats at Gibraltar built by Whatlings Ltd.

In Australia, Costain Mining Ltd., a member of the British Costain Group, won a £44 million contract awarded by the Electricity Commission of New South Wales for the operation of an opencast coal site. The contract is for the supply of 50 million tons of coal from the site at Ravensworth, 160 miles north of Sydney, for use in the projected Liddell Power Station. Work on site will start in mid-1970 in order to make the first coal delivery in 1972 and continue over 16 years. This is one of the largest contracts of its type ever to be awarded and was won against strong international competition. Costain's experience in the use of computers and planning techniques was a contributing factor. The plant employed by Costain on the project will be worth about £8 million and a permanent workshop will be established on the site. The Australian Department of Works has awarded its biggest ever contract to Costain (Australia) Pty. Ltd. for an international airport terminal at Kingsford Smith Airport, Sydney. The contract is valued at nearly £7 million and is due to be completed by early 1970. Work will involve the construction of the terminal building and a two-storey passenger concourse. This will be shaped like an inverted Y and will project 1,420 ft. from the terminal building on to the apron area. Its design will allow aircraft to taxi in close to the concourse, which will have parking positions for 12 aircraft, each with its own passenger lounge. Three other Australian contracts awarded to Costain (Australia) Pty. Ltd. are to build a five-storey teachers' training college at Brisbane and two three-storey classroom blocks – one at Canterbury and the other at Sydney. Costain-Blankevoort (UK) Dredging Co. Ltd. won a contract to deepen the Western Channel of Sydney Harbour. Nearly 700,000 cubic yards of material were dredged by the self-propelled hopper suction dredger 'Tees Bay', which was later moved to India to undertake dredging operations for the Madras Harbour contract.

In New Zealand, a contract for extensions to Parliament Building, Wellington, was awarded to Cubitt Wells Ltd., the New Zealand subsidiary of the Cubitt Group. The extensions will house members' private suites and amenities, and all work will be carried out with the minimum of noise and phased in with the working of Parliament. To the north in Fiji, a package deal contract was obtained by the Cementation Co. (Overseas) Ltd. for the construction of a new six-storey headquarters for the Fiji Development Bank in Suva. The contract includes all construction, installation of lifts and air conditioning, furniture and equipment.

In Canada, the Mitchell Construction Company (Canada), a member of the Mitchell Construction Kinnear Moodie Group Ltd., continued to be successful and obtained contracts totalling over £5 million in value. The two largest of these contracts are for the construction of seven new elementary schools at Toronto, and of a new law school on York University Campus, also at Toronto. The other contracts awarded to Mitchell Construction include the building of a special vocational school in Ontario and alterations and renovations to a hospital in Toronto. Laing Construction and Equipment Ltd., the Canadian member company of the Laing Group, was awarded a valuable contract for housing development in East Vancouver. The scheme will occupy a 2¼ acre site and will provide accommodation for about 360 people in a medium-rise apartment block and town houses. In British Honduras, a contract valued at approximately £0.8 million for the rehabilitation of Belize International Airport was awarded to Hadsphaltic Construction Co. Ltd. The Taylor Woodrow Group secured four contracts in Guyana for work valued over £1 million. The largest contract is for the design and construction of a fully air conditioned hotel of international standard at Georgetown, which will be the capital's highest building. The other contracts, also to be carried out at Georgetown, include the design and construction of a flour mill, ancillary buildings and unloading berth and construction work in connection with a tropospheric scatter communications system. In Peru, George Wimpey & Co. Ltd. won a £1.5 million contract for work at Ilo Port. The contract includes provision of a jetty to replace a system of lighterage, and shoreworks are to be improved and extended.

In the West Indies, a contract was awarded to the Mitchell Construction Co. (Caribbean) Ltd. for the construction of a structural steel and reinforced concrete warehouse at Bridgetown, Barbados, and the British Insulated Callender's Construction Co. Ltd. received a contract from the Government of the British Virgin Islands for the supply and installation of some 25 miles of overhead lines, which will virtually complete the electricity distribution network for the island of Tortola.

Architects and engineers

The influence of British architects – and British architecture – continue to be seen in most parts of the world today, whether as prestige buildings, such as the highly successful pavilion at Expo 67, as major town and city planning schemes, such as the recent proposals for the development of more than 1,000 acres of Staten Island, New York, or through the numerous airport, hospital, hotel, university and school buildings with which British firms of architects have been concerned.

Many British firms of architects are able to undertake work abroad and the Royal Institute of British Architects, through its Index of Practices service, is able to provide details about these firms and the work that they have carried out to date. Inquiries should be addressed to the Practices Index Secretary, RIBA, 66 Portland Place, London, W.1 (Tel. 01-930 5533).

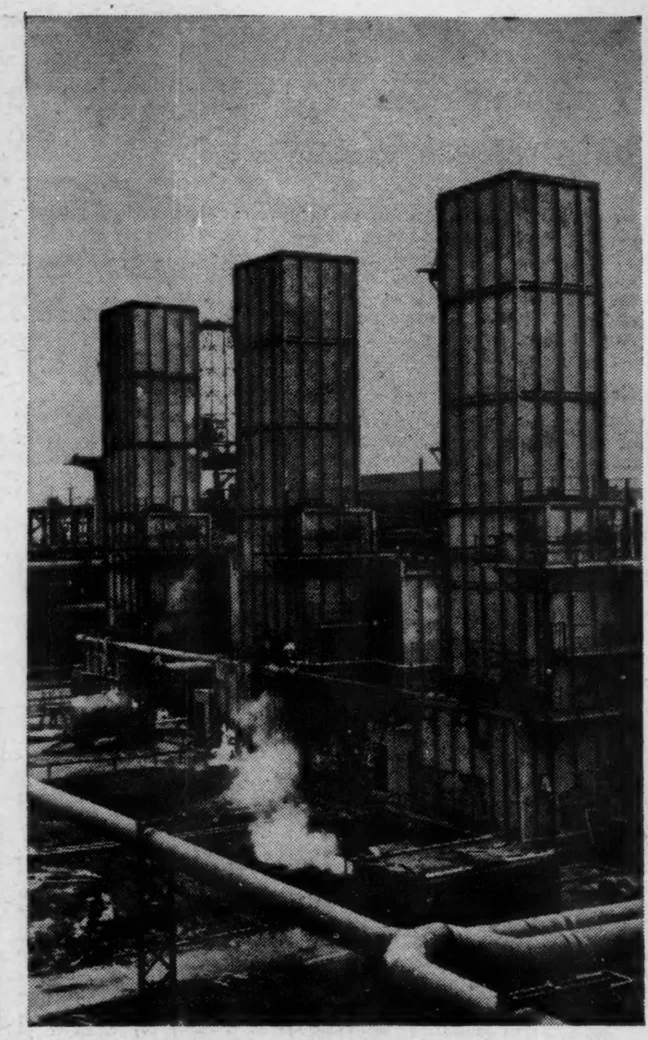
The work of British quantity surveying practices has continued to expand overseas, both in total volume and in the number of countries in which work has been carried out. The expansion in industrialized countries is particularly satisfying since British quantity surveying services are comparatively new to these countries and such work is leading to the opening of permanent branch offices of British based quantity surveying practices in Europe and North America. The increased number of inquiries from Europe has been most noticeable. Interest also appears to be awakening in Japan and initial contracts have been made in that country.

As far as the type of work over the past year is concerned there has been a fair increase in proportion of Bills of Quantities and financial administration of construction in all overseas areas and, in addition, a very encouraging call for imaginative cost advisory services to fit special conditions.

Information supplied by the Association of Consulting Engineers shows that a continuance of the steady increase in the capital value of work overseas for which members of the Association are responsible. According to the Association, in January 1968 this value had risen to £1,600 million, nearly £200 million more than the previous year and double that of six years ago. Members are working in 87 different countries, which is a good indication of the value which overseas clients place on the impartiality and integrity as well as the professional skill of British consulting engineers.

The inauguration by President Ayub Khan of Pakistan of the Indus Basin Project marked the completion of the first half of that project, the Mangla Dam (one and a half times as big as the High Aswan Dam) for which Binnie and Partners were responsible, and the Barrages and Siphon for which Coode and Partners were appointed. Preece Cardew and Rider were responsible for the associated hydro-electric works and Sir Alexander Gibb and Partners were the consulting engineers to the International Bank for Reconstruction and Development.

A notable commission, for which there was considerable foreign competition, has been placed with Freeman, Fox and Partners for the design of a suspension bridge to cross the Bosporus at Istanbul to carry six lanes of traffic across a clear span of some 1,100 metres.



The third tonnage oxygen plant built by Constructors John Brown for Polimex, at Tarnow, Poland. Total combined output from the three plants will be 1,300 tons per day of oxygen and more than 1,250 tons per day of nitrogen.

The many other works being undertaken all over the world cover practically every form of engineering activity, airports, harbours and docks, roads, bridges, railways, water supply, irrigation, land development, drainage, sewerage refuse disposal, as well as hydro-electric works, power stations, transmission of power, pipelines of all kinds, electrical and mechanical services and structural and industrial work.

A high proportion of the work at present in hand is in developing countries and forms the essential basis from which these countries can expand their natural resources and improve their standard of living.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Turnover of the catering trades, laundries and dry cleaners and hairdressers in August

In August 1968 the value of the turnover of the catering and hairdressing trades showed much the same rate of increase compared with August 1967, as did the second quarter of 1968 with the same quarter a year earlier and relatively higher than that recorded in the first quarter of the year. The value of the turnover of laundries and dry cleaners showed no change between August 1967 and August 1968.

Catering trades

Between August 1967 and August 1968 the value of the turnover of the catering trades had risen by 4 per cent, the same rate of increase as was recorded between the second quarters of these years. The turnover of public houses remained dull, with a marginally larger increase, of 2 per cent, compared with August 1967 than had on average been experienced in the previous seven months of the year, compared with the same month a year earlier.

On the other hand, the turnover of licensed hotels and holiday camps showed an increase of 9 per cent on August 1967, somewhat larger than the average rate of increase prevailing since the end of the first quarter. A number of factors have contributed to this high rate of increase; the comparison is made with a rather poor season in 1967; some hotel prices are higher; the number of foreign visitors has increased, and more United Kingdom residents have taken their holidays at home instead of on the Continent.

Moderately large increases in the turnover of restaurants, cafes, and fish and ships shops, and in the turnover of canteens were achieved between August 1967 and 1968.

Laundries and dry cleaners

The turnover of laundries and dry cleaners continued to be dull in August; although the value of the turnover of laundries increased by 1 per cent above the 1967 level, the value of the turnover of dry cleaners was 1 per cent less.

Hairdressers

The turnover of women's hairdressers was 2 per cent higher in August than in August 1967; although the turnover of men's hairdressers and men's hairdressers and tobacconists was 3 per cent higher, it may well have been the influence of the higher tobacco prices which accounted for the difference.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1964 = 100

Kind of Business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968		100	120			96	100	103	115	114	128	135	138				
	1967	+2	+4	+1	+2	Nil	+4	+4	+5	—1	+1	+2	+3	+2	+2	Nil	+1	Nil
	1968	+2*	Nil	+4			+1	+1	—1	+7	+2	+4	+1	+4				
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968		83	128			76	81	90	107	119	153	172	180				
	1967	+3	+7	+3	+1	+3	+4	+8	+9	+1	+4	+3	—2	Nil	+4	+1	+6	+3
	1968	+6*	+2	+7			+4	+3	—1	+11	+3	+7	+7	+9				
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968		101	116			96	103	103	115	108	122	135	142				
	1967	+2	+3	Nil	+1	+2	+2	+4	+3	Nil	—1	+1	—1	+2	+2	+2	+3	+1
	1968	+3*	+1	+5			+1	+2	+1	+7	+4	+4	+2	+4				
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968		102	121			100	101	105	119	115	127	130	130				
	1967	+2	+6	+1	+4	—1	+5	+5	+6	—3	+1	+3	+7	+4	+3	—2	—1	—1
	1968	+1*	—1	+3			+1	Nil	—3	+7	+1	+3	—1	+2				
Canteens (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968		114	107			110	114	117	106	113	104	99	97				
	1967	—2	—2	Nil	—3	—1	+2	—1	—6	+7	—3	—3	—1	—3	—4	—1	+1	—3
	1968	+4*	+5	+2			Nil	+4	+11	—5	+5	+4	+6	+7				

---

*January-August.

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The August 1968 period was the four weeks from July 28, 1968, to August 24, 1968, the August 1967 period was from July 30, 1967, to August 26, 1967.

(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

EXPORT IMPORT

CLEANING WASTE LIMITED.

FALKLAND ROAD,
HARRINGAY,
LONDON, N.8.

FOR ALL GRADES OF CLEANING RAGS,
COTTON WASTE ETC.,

TELEPHONE:
01-340 3411

Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a)

1966 = 100

Kind of Business (Turnover in 1966) Provisional estimates (£ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968		96	103			90	97	100	100	105	102	104	100				
	1967	Nil	+1	+2	Nil	—1	+5	+3	—5	+8	—3	+1	—1	—1	+1	—2	—1	Nil
	1968	—1*	—1	—1			—4	—3	+4	—4	+1	—1	Nil	Nil				
LAUNDRIES (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968		97	102			95	98	99	98	105	103	105	100				
	1967	Nil	—1	+2	Nil	—2	+4	+1	—5	+7	—1	+1	+1	Nil	Nil	—3	—1	—1
	1968	Nil*	Nil	—1			—3	—2	+4	—5	+1	—1	+1	+1				
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968		94	103			82	96	102	104	105	101	101	99				
	1967	+1	+3	+1	Nil	Nil	+8	+8	—4	+9	—5	+1	—3	—2	+3	—1	—1	+2
	1968	—2	—2	—2			—6	—4	+4	—2	Nil	—3	—2	—1				

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. The figures exclude launderettes.
See note (a) to Table 1.
*January-August.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a)

1966 = 100

Kind of Business (Turnover in 1966) Provisional estimates (£ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968		98	104			94	98	102	104	103	105	108	107				
	1967	+2	+4	+1	+1	+2	+5	+5	+2	+1	+1	+2	+1	+2	+1	+1	+2	+1
	1968	+1*	Nil	+2			—2	—1	+1	+3	Nil	+3	+2	+2				
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968		97	103			100	98	95	100	98	109	109	108				
	1967	+3	+4	+2	+2	+2	+4	+6	+3	+1	+1	+3	+3	+2	+1	+1	+4	+2
	1968	+2*	Nil	+4			+1	Nil	—1	+5	Nil	+6	+1	+3				
Women's hairdressers, and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968		98	105			92	98	104	106	105	103	107	107				
	1967	+2	+4	+1	+1	+1	+5	+5	+2	+1	+1	+2	Nil	+2	+1	+1	+2	+1
	1968	+1*	Nil	+2			—2	—1	+1	+3	+1	+2	+3	+2				

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification.
See note (a) to Table 1.
*January-August.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, October 4, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Charlie Bubbles	Br/E 33547	89	September 30	Rank Film Distributors Ltd.	Universal Pictures Ltd.
The Long Day's Dying	Br/E 33550	94	October 1	Paramount Pictures (UK) Ltd.	Junction Films Ltd.
Pathe Pictorial Series 716/728:					
Pathe Pictorial No. 721	Br/E 33551	9	October 2	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Interlude	Br/E 33554	113	October 4	Columbia Pictures Corp. Ltd.	Domino Productions Ltd.
Movietone News 2051	Br/E 33357	7	October 4	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2051A	Br/E 33358	7	October 4	" "	" "
Pathe News 68-79	Br/E 33409	7	October 4	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-80	Br/E 33410	7	October 4	" "	" "
			FOREIGN		
(a) La Stregas in Amore (b) The Witch in Love (c) Strange Obsession	F 33548	103	September 30	Continental Art Films Ltd.	Arcofilms S.p.A., Rome.
Mal D'Africa	F. 33549	103	Ocotber 1	Ranworth Film Services Ltd.	Rizzoli Films S.p.A., Rome.
A Man Named John	F 33552	89	October 2	Planet Film Distributors Ltd.	Sol Produccioni S.p.A., Rome.
Pearls of the Deep	F 33553	a) 108 b) 84	October 3	Contemporatry Films Ltd.	Czechoslovak Filmexport, Prague.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the five weeks ended August 31, 1968:

Distributors' earnings submitted:

	£	£
High cost films	391,185	
Low cost films:		
Eligible (after multiplying by 2½)	33,765	
Not eligible for 2½ times rental	2,915	
		427,865
Films of less than 3,000 ft. (after multiplying by 2½)		47,418
		£475,283

Levy collections paid to Agency by HM Customs and Excise to September 2, 1968, together with an estimate of collections approximately covering entertainments for five weeks ended August 31, 1968	£423,400

The tenth interim allocation for the eleventh distribution period will be at the rate of 55 per cent.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in August showed a decrease of 4 per cent on a year earlier, compared with an increase of 12 per cent in July and a decrease of 3 per cent in June.

The value of stocks at the end of August was 4 per cent lower than a year earlier.

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of stock (at end period) (a)	
		%		%
1965 Year	113	+ 1	..	..
1966 Year	110	— 3	..	..
1967 Year	104	— 5	..	..
1967 3rd quarter	104	— 6	149	— 7
4th quarter	129	Nil	116	—17
1968 1st quarter	102	+10	135	—15
2nd quarter	93	+ 3	129	— 6
1967 August	100	— 4	148	— 7
September	138	— 7	149	— 7
October	140	— 3	132	—11
November	130	— 2	129	—13
December	115	+ 8	116	—17
1968 January	68	+ 3	119	—17
February	97	+ 9	130	—16
March	139	+16	135	—15
April	97	+ 1	131	—12
May	98	+10	138	— 9
June	85	— 3	129	— 6
July	82	+12	134	— 6
August	96	— 4	143	— 4

Table 2. Analysis by department

Percentage changes compared with a year earlier.

	Sales		Stocks (b)
	Aug. 1968	Jan. 1 to Aug. 31	Aug. 1968
	%	%	%
Women's knitted outerwear, blouses and skirts	—12	+ 5	— 6
Women's coats, costumes, furs and raincoats	+ 6	— 4	—20
Women's underwear	+14	+11	— 8
Women's hose and children's socks	—12	+11	+21
Women's millinery	— 4	— 5	+ 8
Haberdashery, ribbons and wool	+12	+14	+ 3
Children's wear	— 2	+ 2	—16
Men's and boys' shirts, pyjamas and outfitting	— 5	+ 4	— 2
Gloves	—11	— 5	— 1
Piece-goods and nets	+ 7	+16	—16
Household textiles	— 9	+ 1	Nil
Floor coverings, furniture and hardware	— 2	+ 8	+21
Grand total (a)	— 4	+ 5	— 4

NOTES: (a) Including some items not included among the sub-headings. (b) Values at cost.

Notes:

These statistics are prepared by the Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel, 01-248 4444).

Orders in the footwear industry

IN THE THREE MONTHS ending August net new orders and deliveries in the footwear industry were both 5 per cent more than in the corresponding months of 1967. Orders-on-hand at the end of August were 31 per cent more than at the end of August 1967.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	..	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1967	37·9	16·2	15·9
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	15·9
4th quarter	37·9	18·9	16·3
1968 1st quarter	46·0	19·8	17·1
2nd quarter	50·0	16·8	15·4
1967 June	41·9	12·0	14·7
July	34·7	7·3	14·5
August	31·6	11·5	14·6
September	30·2	17·1	18·5
October	31·3	19·0	17·9
November	35·4	22·2	18·1
December	37·9	15·4	12·9
1968 January	37·5	14·3	14·7
February	41·6	22·3	18·2
March	46·0	22·8	18·4
April	51·2	20·0	14·8
May	55·2	20·5	16·5
June	50·0	9·8	15·0
July*	43·7	9·6	15·9
August*	41·4	13·0	15·3

Note: The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

*Provisional.

Production of man-made fibres in August

Total production by weight of man-made fibres in August was 32 per cent more than in August 1967. Within the total, output of continuous filament was 21 per cent more and staple fibre 42 per cent more.

Man-made fibre production million lb. (a)

	Continuous filament (singles)	Staple fibre	Total
1963 (Quarterly average)	82·6	97·2	179·8
1964 (Quarterly average)	94·5	111·8	206·3
1965 (Quarterly average)	99·1	116·4	215·5
1966 (Quarterly average)	102·8	117·6	220·4
1967 (Quarterly average)	109·6	129·2	238·8
1967 1st quarter	106·6	130·6	237·1
2nd quarter	110·0	130·8	240·8
1968 1st quarter	133·9	158·6	292·5
2nd quarter	135·1	163·3	298·4
1967 June	36·9	42·6	79·4
July	34·9	39·4	74·3
August	32·1	34·2	66·2
1968 June	43·3	52·0	95·3
July	42·9	55·7	98·7
August	38·9	48·4	87·2

(a) As from July 1967 the production figures for continuous filament yarn are on an 'actua weight' basis; prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

INDEX INQUIRIES

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Machine tools: rising trend in recent home orders and deliveries

DELIVERIES AND NET new orders for metal-working machine tools in the home market showed a distinct rise for the three months June-August compared with the previous three months, according to provisional* figures collected by the Ministry of Technology.

Export deliveries and net new orders have also both risen compared with the previous three-monthly figures, but by more modest amounts.

Home market

Allowing for the normal slack holiday months, home net new orders have been on a rising trend over the last few months and the average level for the latest three months is 11 per cent higher than in the three preceding months. A comparison with the previous 12 months shows home orders in the 12 months to August to have been 7 per cent higher.

Home deliveries have also been on a rising trend for the last three months with the average level of deliveries during this period 19 per cent higher than in the three preceding months. On a more long term comparison, however, home deliveries during the 12 months to August were 10 per cent below the corresponding 12 months of 1966/67.

Deliveries and net new orders have been roughly in step for almost a year and home orders on hand have therefore remained steady representing about 7 months work, at current levels of output, at the end of August.

Export market

Export deliveries, although somewhat lower in August than July, still remain high and the average for the months June to August is 6 per cent higher than in the preceding three-monthly period. The rising trend which began in the latter half of 1967 shows no sign of falling away and deliveries in the year to August were 12 per cent higher than during the previous 12 months.

Although export net new orders in August, usually a slack month, dropped below the high July level, there is little change in the trend as shown by the three month moving average. The period June to August shows a 10 per cent increase over the preceding period whilst export new orders received in the year to August were more than a quarter higher than in the previous 12 months.

As with the home market export orders on hand have remained flat for almost a year, representing at currently high delivery rates about nine months work in hand at the end of August.

* The current monthly figures in Tables 1 and 2 are based on returns made to the Ministry of Technology by firms accounting for about 70 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly enquiry covering metal working machine tools.

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2) (3)	141·3	43·9	97·4	104·2	28·9	75·3	157·7	42·8	114·9
1966 (3)	149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·3
1967	155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
1967 1st quarter	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·0	19·3
2nd quarter	37·3	10·7	26·6	94·9	34·3	60·6	41·1	16·4	24·7
3rd quarter	37·9	10·9	27·0	95·9	42·6	53·3	38·9	19·2	19·7
4th quarter	39·6	11·9	27·7	91·7	42·2	49·5	35·3	11·4	23·9
1968 1st quarter	39·3	14·0	25·3	93·3	43·2	50·1	40·9	15·1	25·8
2nd quarter*	32·9	12·7	20·2	94·4	42·7	51·7	34·0	12·2	21·8
3rd quarter									
4th quarter									
1967 January	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	91·0	28·6	62·4	11·7	4·7	7·0
April	10·6	3·3	7·3	90·9	27·9	63·0	10·6	2·7	7·9
May	14·2	4·2	10·0	93·1	30·4	62·7	16·3	6·6	9·7
June	12·5	3·2	9·3	94·9	34·3	60·6	14·2	7·1	7·1
July	12·0	3·3	8·7	93·2	34·4	58·8	10·2	3·3	6·9
August	12·0	3·9	8·1	90·7	33·1	57·6	9·6	2·7	6·9
September	13·9	3·7	10·2	95·9	42·6	53·3	19·1	13·2	5·9
October	12·4	3·4	9·0	94.8	43·2	51·6	11·3	3·9	7·4
November	13·4	4·3	9·1	94·9	42·9	52·0	13·4	4·0	9·4
December	13·8	4·2	9·6	91·7	42·2	49·5	10·6	3·5	7·1
1968 January	13·3	4·0	9·3	96·1	44·7	51·4	17·8	6·6	11·2
February	11·8	4·2	7·6	95·5	43·3	52·2	11·1	2·8	8·3
March	14·2	5·8	8·4	93·3	43·2	50·1	12·0	5·7	6·3
April*	10·0	4·0	6·0	93·8	42·6	51·2	10·5	3·3	7·2
May*	11·7	4·6	7·1	95·7	43·2	52·5	13·6	5·3	8·3
June*	11·2	4·1	7·1	94·4	42·7	51·7	9·9	3·6	6·3
July*	13·6	5·6	8·0	95·3	42·9	52·4	14·4	5·8	8·6
August*	11·2	4·0	7·2	95·8	42·6	53·2	11·7	3·7	8·0
September									
October									
November									
December									
September 1967 – August 1968*	150·4	51·9	98·5	95·8	42·6	53·2	155·5	61·4	94·1
September 1966 – August 1967	155·2	46·2	109·0	90·7	33·1	57·6	136·2	48·2	88·0
Percentage change	—3	+12	—10	+6	+29	—8	+14	+27	+7

*Provisional.

(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)

(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

(3) The estimated breakdown between home and export deliveries and net new orders has been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable

(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Totsl	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2) (3)	141·3	43·9	97·4	104·2	28·4	75·8	157·7	42·8	114·9
1966 (3)	149·1	43·5	105·6	100·6	29·0	71·6	145·5	44·2	101·3
1967	155·6	45·7	109·9	90·7	41·4	49·3	145·7	58·1	87·6
1967 1st quarter	38·4	11·4	27·0	92·7	29·2	63·5	30·5	11·5	19·0
2nd quarter	38·7	11·7	27·0	93·9	32·7	61·2	40·0	15·3	24·7
3rd quarter	39·4	11·2	28·2	93·3	39·4	53·9	38·9	17·9	21·0
4th quarter	39·0	11·4	27·6	90·7	41·4	49·3	36·4	13·3	23·1
1968 1st quarter	37·2	13·0	24·2	94·1	43·4	50·7	40·6	15·1	25·5
2nd quarter*	34·5	13·9	20·6	92·5	40·4	52·1	32·8	11·0	21·8
3rd quarter									
4th quarter									
1967 January	13·1	3·5	9·6	96·8	29·2	65·6	9·4	3·7	5·7
February	12·3	3·9	8·4	95·1	29·0	66·1	10·6	3·7	6·9
March	13·0	4·0	9·0	92·7	29·2	63·5	10·5	4·1	6·4
April	12·1	4·0	8·1	90·8	27·8	63·0	10·3	2·6	7·7
May	13·8	4·2	9·6	92·5	29·2	63·3	15·5	5·7	9·8
June	12·8	3·5	9·3	93·9	32·7	61·2	14·2	7·0	7·2
July	13·0	3·6	9·4	90·3	32·3	58·0	9·4	3·2	6·2
August	13·7	4·2	9·5	88·1	31·7	56·4	11·6	3·6	8·0
September	12·7	3·4	9·3	93·3	39·4	53·9	17·9	11·1	6·8
October	13·1	3·4	9·7	92·0	39·8	52·2	11·7	3·8	7·9
November	13·0	4·0	9·0	91·8	40·6	51·2	12·9	4·8	8·1
December	12·9	4·0	8·9	90·7	41·4	49·3	11·8	4·7	7·1
1968 January	13·6	4·2	9·4	93·9	43·6	50·3	16·8	6·4	10·4
February	12·0	4·1	7·9	95·3	43·4	51·9	13·4	4·0	9·4
March	11·6	4·7	6·9	94·1	43·4	50·7	10·4	4·7	5·8
April*	11·5	4·8	6·7	92·8	41·8	51·0	10·1	3·2	6·9
May*	11·4	4·6	6·8	94·2	41·6	52·6	12·8	4·4	8·4
June*	11·6	4·5	7·1	92·5	40·4	52·1	9·9	3·4	6·5
July*	14·8	6·2	8·6	90·8	39·6	51·2	13·1	5·4	7·7
August*	12·7	4·2	8·5	92·1	40·2	51·9	14·1	4·8	9·3
Septemver									
October									
November									
December									
Average of the latest 3 months*	13·1	5·0	8·1	92·1	40·2	51·9	12·3	4·5	7·8
Average of the previous 3 months*	11·4	4·7	6·8	94·2	41·6	52·6	11·1	4·1	7·0
Percentage change	+14	+6	+19	—2	—3	—1	+1	+10	+11

*Provisional.

(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).

(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

(3) The estimated breakdown between home and export deliveries and net new orders has been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.

(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, WC2 (01-405 3422).

Medical Cryogenics and Cryobiology, by H. K. Bourne. (4 pages. *UKSM Report No.* 68/52.) Advances in cryosurgery and in cryogenic storage of blood are described. With the increasing availability of human organs for transplanting, storage becomes of great importance and cryogenics may be applicable for this purpose.

The 1968 Institute of Food Technologists Meeting – Part 1, by M. D. Ashton. (8 pages. *UKSM Report No.* 68/53.) This is the first of two reports summarizing the 1968 Institute of Food Technologists Meeting. Summaries are presented of a selection of papers dealing with potentially toxic additives which can be present in foodstuffs.

The 1968 Institute of Food Technologists Meeting – Part II, by M. D. Ashton. (3 pages. *UKSM Report No.* 68/54.) This is the second of two reports summarizing the 1968 Institute of Food Technologists Meeting. Summaries are presented of papers dealing with the application of reverse osmosis methods to waste treatment and sap processing, and also the applications of computors in the food industry.

The San Diego Desalination Plant Test Facility, by M. D. Ashton. (3 pages. *UKSM Report No.* 68/55.) The features of and activities at the San Diego Test Facility of the Office of Saline Water are described in this report. Two large flash distillation units and a smaller reverse osmosis unit are being operated there.

The United States Bureau of Mines Boulder City Metallurgy Research Centre, Nevada, by M. D. Ashton. (6 pages. *UKSM Report No.* 68/56.) The Boulder City Metallurgy Research Centre is the smallest USBM centre. During a recent tour of the Centre, the Deputy Director, Mr. T. A. Sullivan, described current research projects which were subsequently seen. These research projects included the electrometallurgy of vanadium, the electrometallurgy of titanium, the electrowinning of hafnium, the electrowinning of aluminium from aluminium chloride, electrowinning of niobium and rutile residue investigations.

Developments in Computer-Assisted Learning at the University of California, Irvine, by M. D. Ashton. (2 pages. *UKSM Report No.* 68/57.) This report describes the widespread use being made of computer-assisted instruction on the newly opened University of California, Irvine, campus. Portions of courses offered by the Divisions of Biological Science, Physical Science, Social Science, Information and Communication Sciences, and Humanities are all being presented using computers.

Exhibitions and Fairs

Macy's great festival of Great Britain

HERALDED BY A FANFARE of trumpets by members of the Household Cavalry, Admiral of the Fleet, Earl Mountbatten of Burma, opened on September 3, the Great Festival of Great Britain in Macy's Herald Square, New York store. Other distinguished visitors at the opening ceremony of this largest ever promotion in the World's Largest Store were Mr. Edmund Dell, Minister of State, Board of Trade, Mr. Lawrence McQuade, United States Assistant Secretary for Commerce and Mr. Eric Midgley, Minister (Commercial) of the British Embassy in Washington. Great Festivals of Great Britain were opened subsequently by Mr. Dell at Macy's New Haven on September 5, and by the Right Hon. Captain Terence O'Neill, Prime Minister of Northern Ireland at Macy's Colonie on September 9.

Planning for these events started in New York over two years ago since when Macy's have been working in close collaboration with the Board of Trade, the Consulate-General in New York, and Macy's London Buying Offices to create the displays and merchandising excitement which from the opening day of this promotion has introduced to hundreds of thousands of the American consumer public some of Britain's finest consumer merchandise. In the Herald Square store the Union Jack design has been used in a variety of ways and sufficiently widely to leave no doubt in the minds of the customers that an outstanding British event was taking place. Principal attractions to draw the customers into the store were provided by many of the Britain Today tableaux from the British Pavilion at Expo '68, displays devoted to Northern Ireland, Scotland and Wales and an as ever inventive and fascinating Emett exhibit featuring machines used in the film 'Chitty Chitty Bang Bang'. There was an art display mounted by the Institute of Contemporary Arts and the Parke-Bernet galleries staged a pre-auction display of paintings, watercolours and sculpture assembled by Sotheby's.

The decoration of Macy's fine modern stores in New Haven and Colonie were a delight to the eye. As special attractions, both stores had tastefully arranged displays of replicas of the Crown Jewels. The New Haven promotion was supported by British exhibitions in various parts of the town and at Yale University. Customers were conveyed to these in a London bus operating from Macy's store. Of novel interest during the New Haven promotion was a cricket match between Yale and a BOAC team (BOAC emerged as the victors).

The Colonie store is situated in a shopping centre which serves the cities of Albany, Schenectady and Troy in northern New York State. Because of the large area concerned it was not practicable to arrange outside supporting events, but crowd drawing attractions such as displays of Scottish dancing were arranged in the enclosed Mall of the shopping centre.

A feature of all the promotions was the presence of a large number of British personalities, designers and craftsmen.

Satisfying as the promotional aspects of these events were, it is in its merchandising achievements that the success of the event must be judged. There can be no doubt that here the result was a triumph. Macy merchandisers visited Britain in large numbers almost from the time the idea of the event was first conceived and worked closely throughout with British manufacturers. Macy's estimated that the various promotions would enable them to increase their normally heavy purchasing from Britain by 50 per cent and, according to store executives this was exceeded. Many of the new lines introduced by Macy's have been received by the customers with an enthusiasm which surpassed even the store's expectations and it is certain from this that Macy's will carry many British items after the promotion which were unknown to the store before it. One of the most successful categories of British merchandise has been foodstuffs. These were brought in depth by Macy's and proved so popular to customers that the promotion in the food department has been extended by a further two weeks.

The problem of highlighting promotion merchandise in a store which has 10 selling floors, each a city block long is a difficult one. Macy's tackled this by designing large and distinctive swing tags for their British merchandise, intensifying the promotional display material at points where British merchandise was present and, in particularly important areas, the use of 'shops within shops'.

The Colonie and New Haven stores, both much smaller than Herald Square, presented no such difficulty. British goods were to the fore in each department, and since the departments themselves were not large, the British merchandise appeared to dominate the stores.

A very heavy advertising programme – the like of which has never been seen for British merchandise in New York – ensured that few if any New Yorkers can have been unaware of the promotion. This was an extraordinary achievement in a city where the pace of events, crowded programmes of activity and promotions of all kinds are competing unrelentingly for space and attention. Some 160 full page or major space advertisements were placed in the New York, New Haven and Tri-City area newspapers during the three weeks it ran. These were supplemented by frequent radio and TV spot advertisements. The Board of Trade's Co-operative Advertising scheme was utilized, under the sponsorship of BNEC (United States) for the majority of the merchandise advertisements. British manufacturers were quick to see the benefits of using the scheme in connection with the Macy promotion and their response was overwhelming. Increased daily sales figures testify to the success of this advertising campaign backed by the promotional attractions in the stores.

Mr. Edmund Dell, Minister of State, Board of Trade, addresses a luncheon given by the British American Chamber of Commerce in New York in honour of Macy's Great Festival of Great Britain. Sitting at Mr. Dell's right is Mr. Derek Lee, President of the Chamber.

An account of Macy's Great Festival of Great Britain would not be complete without a tribute to the store's superb sales promotion staff. Their skill and hard work not only made the huge event possible, but also ensured that it would be a success.

This very successful promotion was one of 300 supported by the Board of Trade throughout North America this year and is part of an increasing programme to promote British consumer goods through major stores overseas.

Finnish store links promotion with British Week in Stockholm

CONSCIOUS THAT Swedish television and radio which are easily received and understood in Vaasa on the West coast of Finland would be carrying much material about Britain and British products during the British Week in Stockholm, the old-established hardware store, C. J. Hartman, had the ingenious idea of themselves staging a British Week to coincide with the Week in Stockholm.

Hartmans, founded in 1862, and now managed by two young brothers, the great great grandsons of the founder, occupies a commanding position on the main square of Vaasa. In the same block, the bookshop, Montin, the food-shop, Hänninen, and the restaurant, Fondis, were glad to join with Hartmans in this special promotion.

The opening was attended by Mr. D. N. Royce, the British Charge d'Affairs and Mrs. D. N. Royce. There was brilliant sunshine with the Union Jack flying prominently both outside and inside all the participating shops. A wide range of British goods was on display, and a truly British menu was offered at the luncheon which followed the opening. The organizers are confident that they can look forward to successful business. Items which were being specially featured were British hand-tools and other aids to those who do-it-themselves', British glassware, fancy goods and books and speciality foodstuffs, with biscuits a prominent feature.

At the opening ceremony, Mr. Hartman paid a special tribute to W. Allen Taylor of Birmingham whose co-operation in finding new lines on the hardware side and obtaining delivery of established ones, was an important feature of the successful opening of the promotion. Mr. Royce thanked Hartmans and their associates for undertaking this helpful initiative which would unquestionably increase the inhabitants of Vaasa's knowledge of Britain and British products.

Note: A report on British Week in Stockholm appears on page 961 of this issue.

Combined shows will make major London international engineering display

F. W. BRIDGES & SONS LTD. have announced that Britain's largest-ever display of engineering plant and equipment, occupying the whole of Olympia and Earls Court, will result from the simultaneous presentation of the London International Engineering and Marine Exhibition and the International Chemical and Petroleum Engineering Exhibition from April 22 to 30 next year.

Between them, the exhibitions will cover general engineering, nuclear engineering, marine engineering, welding, machine tools, chemical and petro-chemical and petroleum refining and oil production and electrical plant and will provide an outstanding display of international industrial and technological achievements. Arising from the linking in place and time of the two exhibitions and the common appeal of many of the exhibits, the value of the occasion will be greatly enhanced. In recognition of this, although separate promotion and publicity will ensure that the two exhibitions retain their separate identities and audiences, an extensive corporate campaign is also being launched to emphasize the increased importance and effectiveness arising from the combined presentation.

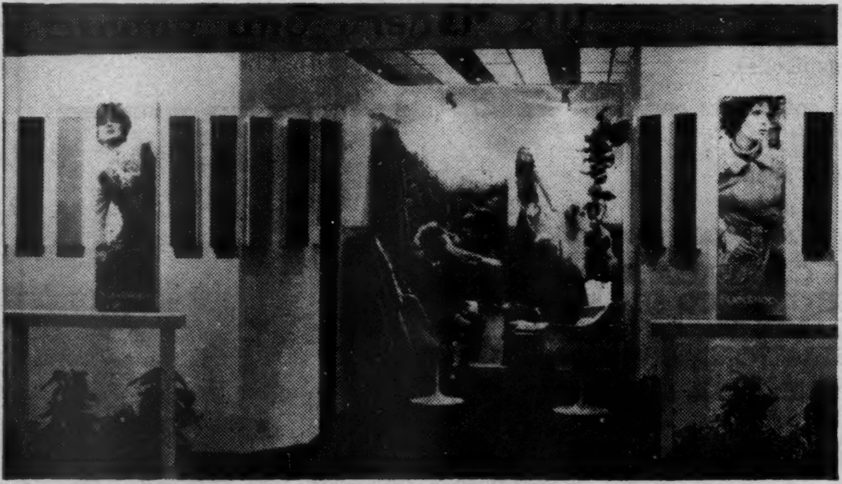
The London International Engineering and Marine Exhibition, to be held at Olympia, is the latest in a series of engineering exhibitions dating back to 1906, and is sponsored by the London Chamber of Commerce and organized by F. W. Bridges & Sons Ltd., in association with the British Electrical and Allied Manufacturers' Association. Support will also be given by more than 70 leading professional, trade and technical organizations who will be taking an active part in an extensive programme of visits, conferences and other activities connected with the exhibition. Two further important complementary exhibitions taking place at Olympia and forming part of the larger exhibition, will be the International Welding Exhibition, organized in association with the Welding Exhibitors' Committee of the British Electrical and Allied Manufacturers' Association, and the International Internal Combustion Engine Exhibition organized with the British Internal Combustion Engine Manufacturers' Association.

The International Chemical and Petroleum Engineering Exhibition at Earls Court, the fourth in the series, is sponsored and controlled by the British Chemical Plant Manufacturers' Association and the Council of British Manufacturers of Petroleum Equipment and organized by F. W. Bridges & Sons Ltd. The exhibition covers the full range of services, processes, plant and ancillary equipment for all sections of the chemical, petro-chemical, gas and petroleum industries and is recognised as one of the major events in the industry.

Among the joint facilities to be provided for visitors to the exhibitions will be a free coach service between Olympia and Earls Court; a special hotel reservation service providing visitors with confirmation of accommodation at selected hotels; and a full interpreter service available throughout the duration of the exhibitions.

Facilities for overseas visitors will include special reception areas and lounges, assistance in connection with travel and entertainment and the provision of an overseas badge, copies of the catalogues and a season ticket affording free admission to the exhibitions at all times.

Opening hours at Olympia and Earls Court will be 10 a.m. to 6 p.m. daily (excluding Sunday), admission tickets admitting to both exhibitions.



Mr. L. B. Kean, joint managing director, Strong & Fisher, and a Swiss customer, Mr. Bischoff (left), in discussion on the Strong & Fisher stand at the International Leather Week, Paris. An extremely successful and busy week was reported by the company, whose stand walls were decorated with narrow multi-coloured suede panels and blown-up fashion photographs illustrating well-known Strong & Fisher leather trade names such as 'Suedalope' domestic lambskin, 'Gazelda' Persian suede, and 'Capian' grain leather and the new glazed hides.

British joint venture group for INTHERM '69

FOURTEEN BRITISH FIRMS will be taking part in a British joint venture group, organized by the Building Materials Export Group and sponsored by the Board of Trade, at INTHERM '69, the huge International Oil and Gas Firing Trade Fair which will take place in Stuttgart, Germany, from March 5-9, 1969.

These firms will present the largest British joint venture exhibit yet staged at INTHERM. Those taking part are: Beeston Boiler Co. Ltd., Bekon-Bell Ltd., Boscombe Engg. Co. Ltd., Copperad Ltd., Dunham-Bush Ltd., G. T. Hydraulics Ltd., G. N. Haden & Sons Ltd., I. T. T. Fluid Handling Ltd., International Janitor Ltd., Sealed Motor Construction Ltd., Supermatic International Ltd., Teddington Bellows Ltd., Temperature Ltd., Vokes Ltd.

The first British joint venture group to take part in INTHERM was organized by the British Oil and Gas Firing Manufacturers' Association in 1967 when 12 firms were represented.

At the last show held in April 1968, a total of 58,000 trade visitors were counted of which 17 per cent came from abroad. Among the many foreign delegations which visited the trade fair were one from the Soviet Union and one from Czechoslovakia.

Special travel arrangements for exhibitors and visitors to INTHERM are being organized again and details of this and the other fairs in Stuttgart can be obtained from the sole agent in the United Kingdom and Ireland: C.E.S. (Overseas) Ltd., 1-3 Astoria Parade, Streatham High Road, London, S.W.16 (01-769 0950).

World Hairdressing Championships at Vienna

By B. A. Major, Second Secretary (Commercial), British Embassy, Vienna

THE PLUSH AND EXOTIC surroundings of the World Hairdressing Championships at Vienna (September 22 to 24) set the scene for a British joint venture of nine firms, sponsored by the Hairdressing Manufacturers and Wholesalers Association. Theirs was the only national showing in the exhibition held in conjunction with the championships in the Vienna Stadthalle.

Amongst the giants of the hairdressing world, with their continual demonstrations by top-class hairdressers on top-flight models on luxurious revolving stages, the attractively designed British shell stand was in an excellent position to draw the attention of hairdressers and trades people from all over the world. Occupying the whole length of one side of the hall they were the link between two rival giants at either end of the hall vying for attention and the British exhibition could not fail to benefit from the vast traffic passing between the two. Approximately 30,000 people are said to have visited the exhibition.

The British exhibitors, showing everything from salon hairdryers and sinks to hair grips and represented almost without exception at director level, succeeded in appointing agents and securing valuable orders, not only in Austria but from countries all over the globe, since this was the world meeting place of anyone who was someone in the trade. This exhibition illustrated to all exhibitors the considerable price advantage which, through EFTA, British manufacturers have in Austria over non-EFTA competitors.

Once again, a unified British showing coupled with energetic exhibitors, who had prepared their ground carefully, with quality and price competitive products has illustrated the effectiveness of a British joint venture.

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1,000 exhibitors at IGEDO fashion show

A report from the British Consulate-General Dusseldorf

THE 78TH IGEDO, Düsseldorf (September 15 to 18), showing ladies' outerwear of all kinds for the winter season 1968 and for the spring season 1969, was crowded on the opening day. Buyers were looking for items to supplement winter sales programmes and were also on the look-out for goods for their early spring collections for next year. British exhibitors were busy during the first day and had their share of visitors mainly from EFTA countries.

Roughly 1,000 exhibitors showed their collections at this event and 642 of the exhibitors were in the various halls in the Düsseldorf exhibition grounds whilst the remainder showed in various hotels and private showrooms elsewhere in the city. Foreign exhibitors numbered 111 from 10 countries. The largest foreign exhibitor was Italy followed by England and France. Foreign exhibitors were also present from Belgium, Holland, Japan, Yugoslavia, Austria, Switzerland and Spain.

A group of five British manufacturers under the sponsorship of the Nottingham and District Hosiery Manufacturers' Association were associated in a joint venture with the assistance of the Board of Trade, the Central Office of Information and the Commercial Section of the British Consulate-General in Düsseldorf. The group stand was in hall F1 and the companies showed knitted goods for spring and summer 1969 together with some models for winter. The combined stand was well designed, attractive, with ease of access and situated in one of the busiest halls of the exhibition grounds. During its four-day duration, 12,200 people visited the fair, the majority of whom were people in the trade. The number of foreign visitors was given by the fair authorities as being 1,300. The total figure indicates a 10 per cent overall increase over the September fair of 1967. The stand was visited by H.M. Counsul-General, Düsseldorf, Mr. J. M. Fisher, accompanied by Mr. K. Hagar, Vice-Consul (Commercial). Mr. Fisher also gave a dinner party for the British participants and for German contacts in the trade.

The overall business done at the fair was good and there was an unexpected spate of buying for spring and summer 1969, as against the normally larger quota of buying for the supplementation of winter collections. One of the best sellers in the knitwear line was waistcoats with matching skirts. The British companies did not have spectacular results but in most cases were happy with the results achieved at this, their first-time showing. They felt that valuable experience had been gained which has given them an insight into continental market conditions. It has shown them their foreign competition at first hand, continental fashion trends and the value of exhibiting at such an event. The majority of their inquiries came from EFTA countries, though inquiries were also received from as far afield as Lebanon. Through the medium of the fair, a number of the companies participating succeeded in appointing agents in various countries.

Mr. A. H. Ballantyne, HM Consul-General of Frankfurt, talks to representatives of Penguin Books Ltd. and members of the Publishing Association during his visit to British stands at the Frankfurt Book Fair. (Report in last week's *Journal*).

See the world's best-selling hardware

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Olympia London January 27-31

Highlands come to London

AN EXHIBITION on the Highlands and Islands will be held in London from January 8 to 19, 1969, on board the MacBrayne steamer the 'Clansman', which will be moored at Tower Pier. Sponsored by the Highlands and Islands Development Board, 'Highland Fling' aims to give people in the South of England an idea of the quality of life in the Highlands. Tourism will play an important part in the exhibition, but emphasis will also be placed on industrial promotion, fishing, selling Highland products, and so on. There will be exhibition areas on three decks, including the car deck which, for the period of the display, will be transformed into a colourful representation of Highland and Island areas.

'Scottish Week' in Tokyo store

ONE OF the largest department stores in Japan has been staging the country's first all-Scottish sales promotion during the past week. The store, the Keio in Tokyo, has bought goods from about 100 Scottish companies for resale during the promotion, which started on October 4. Plans for the event were discussed at a meeting in Tokyo last autumn between Lord Clydesmuir, chairman of the Scottish Council (Development and Industry) and the store management. The project had the support of both the Board of Trade and the British Embassy in Tokyo.

Irish Packaging Exhibition

A report from the British Embassy, Dublin

BRITISH MACHINERY and materials were much in evidence at the Third Irish Packaging Exhibition held at the Royal Dublin Society Exhibition Hall, Ballsbridge, from September 23-27.

Although comparatively small by international standards – there were some 74 exhibitors – the exhibition was notable for a very high standard of presentation, exemplified by the CoI designed British joint venture stand. Organized by the Institute of Packaging and the Board of Trade, the British stand occupied a commanding position in the main hall and featured 13 companies with products ranging from capsuling, labelling and cap tightening machinery to packaging board, reels, cans and cartons.

The Commercial Section of the British Embassy arranged a 'British Day' on September 25 when the exhibition was visited officially by the British Ambassador, HE Sir Andrew Gilchrist. For the occasion eight British manufacturers exhibiting independently, and 11 Irish agents showing British products, co-operated with the Embassy and joined in support of the combined British stand with 'From Britain' displays. At a reception given at the exhibition by the First Secretary (Commercial), the Ambassador spoke about the important contribution made by new and sophisticated packaging techniques to the spectacular increase in Anglo-Irish trade which has been achieved this year.

Exhibitors generally were well satisfied with the volume of serious inquiries received at their stands. Some British exhibitors reported firm orders far in excess of their expectations.

Opportunities for British firms at Zagreb Fair

A report from the British Consulate-General, Zagreb

BRITAIN RETURNED to the Zagreb Autumn Fair in September after an absence of seven years. The Fair was the biggest ever with 6.250 exhibitors from 52 countries. It was opened by President Tito and the official attendance over the 10 days was given as 1,500,000. The speaker of the House of Commons, Dr. Horace King, toured the Fair during his official visit to Yugoslavia. The biggest exhibitors were the United States, the Soviet Union, Italy and the Federal Republic of Germany.

Thirty-three firms took part in the British Pavilion, organized by the Board of Trade and the Central Office of Information with the assistance of the British Consulate-General in Zagreb, 20 of whom were appearing in Yugoslavia for the first time. They covered a wide range of products, from timber and textile machinery to dishwashing equipment, office equipment, bathing caps, tweeds and confectionery. Most of them did solid business before the end of the Fair and all expressed satisfaction with the new contacts they were able to establish.

Yugoslavia is embarked on a major effort to modernize her industries and all the British machinery on display was examined with keen interest by factory managers and technical experts. In several instances all the machines on the stands were sold during the Fair.

The Yugoslav public is also becoming more and more interested in a wider range of consumer goods. Competition is keen, but openings for British consumer goods in Yugoslavia are definitely expanding.

Rumania prepares for British industrial exhibition

TREMENDOUS ENTHUSIASM and interest is being shown by the Rumanian Government, its foreign trade organizations and the Rumanian Chamber of Commerce in the forthcoming British Industrial Exhibition in Bucharest (October 17 to 27) according to Mr. J. B. Scott, deputy chairman of the East European Trade Council, the sponsors, and Mr. D. K. Lyons a director of Industrial and Trade Fairs International Ltd., who recently returned from discussions in Bucharest with Ministry and trading organization representatives.

'Never in 15 years of trading with East European countries have I experienced such a good reception or contacted so many people in such a short time,' said Mr. Scott. 'I was particularly impressed by the amount of homework that the Rumanians had done in connection with the exhibition. They are most anxious to meet our top technical people and see what we have to offer.'

Main purpose of the visit, said Mr. Lyons, was to discuss the most effective means whereby business contacts could be made during the period of the exhibition between members of the various ministries and trading organizations and British exhibitors. Arrangements have already been made for a considerable number of ministers, deputy ministers, engineers, members of research institutes and hundreds of factory technicians from all over Rumania to visit the exhibition and many Ministries have offered to place conference rooms at the disposal of British exhibitors to facilitate discussions.

This all-British fair is being organized by Industrial and Trade Fairs International Ltd. with support from the Board of Trade.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Speedry Products Ltd
MAGIC MARKER

Left: On 'British Day' at the Irish Packaging Exhibition the British Ambassador, HE Sir Andrew Gilchrist (far right) was received on the British stand by, left to right: Mr. Geoffrey Miles, First Secretary (Commercial), British Embassy, Dublin; Mr. Bevan Goodman, information officer, Institute of Packaging; and Mr. M. W. Paynter, chief executive, Institute of Packaging. Right: general view of the combined British stand.

Record business equipment exports announced at BEE

RECORD EXPORTS of British business equipment in the first eight months of this year were announced by Mr. J. D. Forbes Watson, president of the Business Equipment Trade Association at the opening of the Business Efficiency Exhibition, Olympia, on September 30.

Up to and including August, said Mr. Forbes Watson, the office equipment industry exported £71,768,000 of its products compared with £61,491,000 in the first eight months of 1967 – an increase of 16.7 per cent. 'I am very hopeful," he added, 'that my forecast at the beginning of this year that we would total over £100 million worth of exports by the end of 1968 will prove to be correct.'

The theme of this year's exhibition was 'The Decimal Revolution,' and Mr. Forbes Watson pointed out that the business equipment industry was responsible for converting to decimal operation or for replacement with new decimal models some 2½ million business machines between now and the end of the 18 months dual currency period following D Day in February 1971.

'However,' he said 'this is not just the responsibility of the industry itself – it is the responsibility of each user of business equipment. Unless many more organizations – particularly those of medium and small sized – take immediate steps to advise their machines suppliers of their requirements, either for conversion or replacement, it is very likely that many of them will face the prospect of joining a long last minute queue at the doors of the manufacturers.' He urged all businessmen who would be directly concerned with decimal conversion to consider carefully the position of their own organizations.

'Exciting and inspiring' was the description by Sir Peter Runge, deputy chairman of the British National Export Council, of the products displayed at the exhibition.

Congratulating the industry on its export performance, he said: 'On the question of pricing, a great deal of British equipment has become more competitive as a result of devaluation. But we would be deluding ourselves if we believe that our products are now going to sell themselves. We must guard against complacency over the increased sterling value of our overseas earnings.'

On the question of design and performance we could take heart, for the standard of the equipment manufactured in Britain today had shot ahead to match the astounding pace at which mechanization of office work had developed. Without scientifically designed aids ranging from recording machines to data storing and processing equipment, the efficient conduct even of medium to small sized offices would today be impossible.

Millions of pounds worth of the world's most modern business machines, systems and equipment were on view to the general public until October 9. The equipment on show, ranged in size from computers to hand-held dictating machines, includes something like 200 completely new British or foreign models.

The show's theme of 'The Decimal Revolution' was intended by the Business Equipment Trade Association to highlight some of the problems associated with the coming change to decimal currency and the equipment available now to management and businessmen to cope with the change. Many of the 180 exhibitors placed the emphasis on decimal machines or sterling models with built-in conversion facilities ready for the switchover to decimal currency.

The Decimal Currency Board's stand, which was visited by its chairman, Lord Fiske, on the opening day, strikingly illustrated this theme. Visually, the most important feature of the design was in the use of decimal coins. Outsize under-lit transparencies of decimal coins formed a pathway through the stand and were set into the tops of coffee-tables; and one end of a large decorative display was made up of giant shiny coins rotating slowly. In the centre of the stand was a large illustration of a pound note on which was projected groups of decimal coins showing the simplicity of the new system. A continuous series of short films showed briefly how the advantages of changing to a decimal currency will affect people in various walks of life, gave a simple explanation of the decimal system and showed how the first step towards the changeover has been taken already with the introduction of the 5p and 10p coins.

Helsinki Fair moves towards specialization

A report from the British Embassy, Helsinki

THE FOURTH Helsinki International Fair closed its gates on the evening of September 29, after receiving just over 317,000 visitors in 10 days. The Fair this time covered a larger area than ever before, and there were more exhibitors and more visitors. Products of some 1,650 companies coming from 30 countries were on display. Nineteen countries had officially sponsored stands, among them the United Kingdom, where a group from the London Chamber of Commerce presented machinery, certain consumer goods, instruments and tools with Board of Trade assistance. On stands other than the sponsored stand there were exhibited the products of 200 other British companies, some with their own stands, some showing on stands of their agents.

On this occasion, the Fair organizers had moved some way away from the concept of a general international fair towards that of a more specialized trade fair. A considerable effort had been made to concentrate exhibits according to product. Officially sponsored national displays were also concentrated in one area of the fairground, giving on the whole a feeling of greater order in the total layout. On the mornings of weekdays the first two hours were restricted to business visitors.

At the opening ceremony, which took place in the presence of the President of the Republic and Princess Margareth of Denmark and her husband, there was talk that the next Helsinki International Fair due to take place in September 1970, might be split into two sections, one dealing with producer goods and one with consumer goods. This would be intended as a further step away from the concept of a general all-product international fair towards that of a more specific trading occasion. British exhibitors said they would welcome this.

The reaction to the Fair as a whole, of exhibitors on the London Chamber of Commerce stand and indeed of British exhibitors on a number of other stands, was that they had not only achieved the purpose for which they were exhibiting, whether it was market research, introduction of a new product, contact with agents and customers or the keeping of their name before the public, but in many cases had exceeded their expectations. When the tally of business done and firm inquiries is complete, it seems likely that orders in excess of six figures will have been booked.

The President of the Republic visited the London Chamber of Commerce stand on the first day where he was received by the Chargé d'Affaires and Colonel J. H. Magill of the British National Export Council and the London Chamber of Commerce. On September 24, the Chargé d'Affaires gave a reception for the exhibitors, their agents, customers and representatives of Finnish economic life, which was well attended.

The international aspect of the Fair was on this occasion heavily underlined. A striking feature was the display from Denmark, who had made the staging of a substantial joint exhibit a centrepiece for a general campaign to bring Danish goods and Denmark to the attention of people of Finland. Prominent among other national pavilions was an attractive display of consumer goods from India, a substantial pavilion with wide product coverage from the United States and effective joint exhibits by the Federal Republic of Germany and Austria. The largest area was taken by East Germany. There were also substantial displays by Poland and Czechoslovakia. However, if the total number of firms exhibiting from each country is compared, then the Federal Republic of Germany headed the list with Britain second.

All in all, the Fair was a success and the Embassy looks forward to an even larger British contingent in 1970.

Sir Peter Garran (left), British Ambassador to the Netherlands, opening the new Pringle of Scotland shop in Amsterdam with a golden key last month. This is the second Pringle retail shop to be opened overseas. Also pictured is Mr. Otto Weisz, managing director, Pringle of Scotland.

Overseas Trade and Exports

New Canadian anti-dumping duty legislation

THE CANADIAN GOVERNMENT has issued a White Paper on Anti-dumping which sets out a new draft anti-dumping law which in their view will comply with the terms of the Anti-dumping Code negotiated during the Kennedy Round last year. Canada has undertaken to amend her anti-dumping legislation not later than January 1, 1969. The White Paper has an Introduction by the Canadian Minister of Finance which reads as follows:

INTRODUCTION

In June, 1967 the Government of Canada authorized signature on behalf of Canada of the international code on the application of anti-dumping duties ('Agreement on Implementation of Article VI of the General Agreement on Tariffs and Trade') which was negotiated in the course of the Kennedy Round. For Canada, the 'Anti-dumping Code' was one of the most important elements of the Kennedy Round negotiations. Canadian representatives took an active part in negotiating the Code to ensure that, on the one hand, it protected Canadian exports against the unreasonable use of dumping duties by other countries and, on the other, would leave the Canadian Government free to apply dumping duties quickly and effectively when dumping caused or threatened injury to Canadian industry.

It was recognized that in accepting the terms of the 'Anti-dumping Code' that some revision would be required in our present anti-dumping legislation which is found in Section 6 of the Customs Tariff, in the relevant regulations and in the valuation sections of the Customs Act. Section 6 of the Customs Tariff remains little changed from the original Section as enacted in 1904. The most significant change now required in Canadian legislation relates to the provision in the Code that there must be a decision on behalf of the Government that there has been some material injury or threat of material injury to a domestic industry before anti-dumping duties can be definitively applied. The 'Anti-dumping Code' also sets out certain procedural rules within which all signatories have agreed to administer their laws. As a major revision would be required in the present legislative framework to meet the terms of the Code, the Government has concluded that the opportunity should now be taken to modernize Canada's anti-dumping legislation and accordingly, to seek the approval of Parliament for a separate statute dealing exclusively with the application of anti-dumping duties.

Other signatories to the Anti-dumping Code are under an obligation to apply it from July 1, 1968, as agreed at the end of the Kennedy Round. It was not possible for Canada to meet the July 1st date and accordingly the Government has undertaken to bring Canadian laws, regulations and administrative procedures into conformity with the Code not later than January 1, 1969.

In view of the importance of the anti-dumping provisions within the Canadian tariff system and because of the complexities involved in such Customs legislation, the Government has concluded that interested parties, particularly members of the House, should be afforded as long a period as possible to examine the kind of legislative provisions which are being contemplated to give effect to the 'Anti-Dumping Code'. Accordingly, a draft anti-dumping law which would comply with the terms of the Code and, at the same time, up-date a major portion of Canada's Customs legislation is set out in the following pages of this document. For ease of reference, the text of Section 6 of the Customs Tariff and the relevant regulations, the valuation provisions of the Customs Act (Section 35 through 40B), Article VI of the GATT and the 'Anti-dumping Code' are also incorporated.

I urge any interested parties who may wish to express views on this draft anti-dumping legislation to do so forthwith so that the Government may have the benefit of their views before introducing a legislative proposal in the House.

E. J. BENSON
Minister of Finance

The text of the draft anti-dumping law is set out below. The Board of Trade will be writing to Trade Associations and other Organizations known to have an interest in the Canadian market to draw their attention to this important change in the Canadian anti-dumping legislation and to obtain their views on it. Individual firms who may wish to make their views known to the Board of Trade should therefore get into touch with their Trade Association, Chamber of Commerce etc., as soon as possible. It is understood that the Regulations to be issued by the Canadian Government under the new law (these will deal with such matters as the level and type of allowances to be permitted when calculating home market and export prices) are not yet available for publication.

Inquiries about this legislation should be addressed to the Board of Trade, Commercial Relations and Exports Department 2, No. 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2698 and 2629).

Draft Canadian Anti-dumping Act

SHORT TITLE

Short title 1. This Act may be cited as the *Anti-dumping Act*.

INTERPRETATION

Definitions 2. (1) In this Act,

'Country of export' (*a*) 'country of export' in the case of any goods means the country in which, for the purpose of determining the normal value of the goods, the place described in paragraph (*d*) of subsection (1) of section 9 is located;

'Deputy Minister' (*b*) 'Deputy Minister' means the Deputy Minister of National Revenue for Customs and Excise;

'Dumped' (*c*) 'dumped' has the meaning given to that expression by section 8;

'Duty' (*d*) 'duty' means anti-dumping duty imposed under this Act;

'Entry' (*e*) 'entry' means entry for consumption within the meaning of the *Customs Act;*

'Export price' (*f*) 'export price' has the meaning given to that expression by section 10;

'Like goods' (*g*) 'like goods' in relation to any goods means
(i) goods that are identical in all respects to the said goods, or

(ii) in the absence of any goods described in subparagraph (i), goods the characteristics of which closely resemble those of the said goods;

'Minister' (*h*) 'Minister' means the Minister of National Revenue;

'Normal value' (*i*) 'normal value' has the meaning given to that expression by section 9;

'Persons' (*j*) 'persons' include partnerships and associations;

'Prescribed' (*k*) 'prescribed', in the case of a form, means prescribed by order of the Minister;

'Provisional duty' (*l*) 'provisional duty' means duty imposed under subsection (1) of section 15; and

'Tribunal' (*m*) 'Tribunal' means the Anti-dumping Tribunal established by section 21.

(2) For purposes of this Act,

'Associated persons' (*a*) 'associated persons' or persons associated with each other are persons not dealing with each other at arm's length within the meaning of the *Income Tax Act;* and

Date of entry (*b*) the date of entry of any goods shall be deemed to be the date on which

(i) entry of the goods has been perfected for purposes of the *Customs Act,*

(ii) entry of the goods has been perfected for purposes of this Act, or

(iii) the goods have been released from Customs possession,

whichever is the latest.

Law relating to the Customs (3) For greater certainty this Act shall be considered, for the purposes of the *Customs Act,* to be a law relating to the Customs.

PART I

LIABILITY FOR ANTI-DUMPING DUTY

Anti-dumping duty payable 3. There shall be levied, collected and paid upon all dumped goods entered into Canada in respect of which the Tribunal has made an order or finding, before the entry of the goods, that the dumping of goods of the same description

(*a*) has caused, is causing or is likely to cause material injury to the production in Canada of like goods, or

(*b*) has materially retarded or is materially retarding the establishment of the production in Canada of like goods,

an anti-dumping duty in an amount equal to the margin of dumping of the entered goods.

Idem 4. There shall be levied, collected and paid upon all dumped goods entered into Canada

(*a*) in respect of which the Tribunal has made an order or finding, after the entry of the goods, that the dumping of the goods or of goods of the same description

(i) has caused material injury to the production in Canada of like goods, or

(ii) would have caused material injury to such production except for the fact that provisional duty was applied in respect of the goods, and

(*b*) that were entered provisionally into Canada during the period commencing on the day that the Deputy Minister made a preliminary determination of dumping in respect of the goods or of goods of the same description and ending on the day the order or finding referred to in paragraph (*a*) was made by the Tribunal,

an anti-dumping duty in an amount equal to the margin of dumping of the entered goods but not exceeding the provisional duty, if any, payable in respect of the goods.

Idem 5. There shall be levied, collected and paid upon all dumped goods entered into Canada

(*a*) in respect of which the Tribunal has made an order or finding, after the entry of the goods, that

(i) either

(A) there has occurred a considerable importation of like goods that were dumped, which dumping has caused material injury to the production in Canada of like goods or would have caused material injury to such production except for the application of anti-dumping measures, or

(B) the importer of the goods was or should have been aware that the exporter was practising dumping and that such dumping would cause material injury to the production in Canada of like goods, and

(ii) material injury has been caused to the production in Canada of like goods by reason of the fact that the entered goods constitute a massive importation or form part of a series of importations into Canada that in the aggregate are massive and that have occurred within a relatively short period of time, and in order to prevent the recurrence of such material injury, it appears necessary to the Tribunal that duty be assessed on the entered goods, and

(*b*) that were entered into Canada during the period commencing 90 days before the Deputy Minister made a preliminary determination of dumping in respect of the goods or goods of the same description and ending on the day that the preliminary determination was made,

an anti-dumping duty in an amount equal to the margin of dumping of the entered goods.

When duty payable 6. The importer of any goods in respect of which duty is payable pursuant to section 3, 4 or 5 shall, on demand of the Deputy Minister, pay or cause to be paid all duties imposed by this Act upon the goods entered into Canada.

Exemption by Governor in Council 7. The Governor in Council may exempt any goods or classes of goods from the application of this Act.

When goods dumped 8. For the purposes of this Act,

(*a*) goods are dumped if the normal value of the goods exceeds the export price of the goods; and

Margin of dumping (*b*) the margin of dumping of any goods is the amount by which the normal value of the goods exceeds the export price of the goods.

Determination of normal value of goods 9. (1) Subject to subsection (3), the normal value of any goods is the price of like goods when sold by the exporter

(*a*) to purchasers with whom, at the time of the sale of the like goods, the exporter is not associated,

(*b*) in the ordinary course of trade for home consumption under competitive conditions,

(*c*) during such period, in relation to the time of the sale of the goods to the importer in Canada, as may be prescribed by the regulations, and

(*d*) at the place from which the goods were shipped directly to Canada or, if the goods have not been shipped to Canada, at the place from which the goods would be shipped directly to Canada under normal conditions of trade,

as adjusted by allowances calculated in the manner prescribed by the regulations to reflect the differences in the terms and conditions of sale, in taxation and other differences relating to price comparability between the sale of the goods to the importer in Canada and the sales by the exporter

(Continued on next page)

CANADIAN ANTI-DUMPING DUTY LEGISLATION, *continued*

of the like goods but with no other allowances affecting price comparability whatever.

Rules applied in determining normal value

(2) In the application of subsection (1) in the case of any goods,

(*a*) if there was not a sufficient number of sales of like goods made by the exporter at the place described in paragraph (*d*) of subsection (1), there shall be substituted for that place the place located nearest thereto at which like goods were sold by the exporter; and

(*b*) if there was not a sufficient number of sales of like goods made by the exporter by reason of the fact that the exporter sold goods solely or primarily for export, but there were sales of like goods for home consumption in the country of export by other vendors, there shall be substituted for the exporter the said vendors.

Where normal value cannot be determined under subsection (1)

(3) Where the normal value of any goods cannot be determined under subsection (1) by reason that there was not a sufficient number of sales of like goods that comply with all the terms and conditions that are referred to in that subsection or that are applicable by virtue of subsection (2), the normal value of the goods shall be determined at the option of the Minister in any case or class of cases, as

(*a*) such price of like goods when sold by the exporter to importers in any country other than Canada during the period referred to in paragraph (*c*) of subsection (1) as, in the opinion of the Deputy Minister, fairly reflects the market value of the goods at the time of the sale of the goods to the importer in Canada, as adjusted by allowances calculated in the manner prescribed by the regulations to reflect the differences in the terms and conditions of sale, in taxation and other differences relating to price comparability between the sale of the goods to the importer in Canada and the sales of the like goods by the exporter to importers in any country other than Canada but with no other allowances affecting price comparability whatever; or

(*b*) the aggregate of

(i) the cost of production of the goods, and

(ii) an amount for administrative, selling and all other costs and for profits, calculated in such manner as may be prescribed by the regulations.

'Sufficient number of sales' defined

(4) In subsections (2) and (3) the expression 'sufficient number of sales' with reference to any goods has the meaning given to that expression by the regulations.

Normal value where export monopoly

(5) Notwithstanding subsections (1) and (3), the normal value of any goods that are shipped directly to Canada from a country where, in the opinion of the Minister,

(*a*) the government of that country has a monopoly or substantial monopoly of its export trade, or

(*b*) domestic prices are substantially determined by the government of that country,

shall be determined in such manner as the Minister prescribes.

Determination of export price of goods

10. (1) Subject to this section, the export price of any goods, notwithstanding any invoice or affidavit to the contrary, is an amount equal to the lesser of

(*a*) the exporter's sale price for the goods, or

(*b*) the importer's purchase price for the goods,

adjusted in the manner prescribed by the regulations to exclude all charges thereon resulting from or arising after their shipment from the place described in paragraph (*d*) of subsection (1) of section 9.

Special rules to determine export price

(2) Where, in respect of any imported goods,

(*a*) there is no exporter's sale price or importer's purchase price at the time of importation of the goods, or

(*b*) the Deputy Minister is of the opinion that the export price, as determined under subsection (1), is unreliable

(i) by reason that the sale of the goods for export to Canada was a sale between associated persons, or

(ii) by reason of a compensatory arrangement affecting the price of the goods made between any two or more of the following, namely, the manufacturer or producer, the vendor, the exporter, the importer and any other party,

the export price of the goods shall be deemed to be

(*c*) if the goods were sold by the importer in the condition in which they were imported to a person with whom at the time of their importation, he was not associated, the price for which the goods were so sold less an allowance calculated in the manner prescribed by the regulations

(i) for costs, including the duties imposed under the *Customs Tariff* and taxes, incurred on or after the importation of the goods and their sale by the importer,

(ii) for profits on the sale of the goods to that person, and

(iii) for all charges on the goods resulting from or arising after their shipment from the place described in paragraph (*d*) of subsection (1) of section 9, or

(*d*) in any case other than that described in paragraph (*c*), the price determined in the manner prescribed by the regulations.

When entry perfected

(3) In the case of any goods referred to in paragraph (*a*) of subsection (2), notwithstanding any other provision of this Act, no entry of such goods shall be considered, for the purposes of this Act, to be perfected until

(*a*) the importer, exporter or owner, or his agent or consignee, has delivered to the Deputy Minister such documents and information including statements showing the terms and conditions on which the goods have been sold or accounted for or disposed of in Canada as the Deputy Minister requests in order to determine the export price of the goods, and the export price is determined pursuant to paragraph (*c*) of subsection (2); or

(*b*) the export price is determined pursuant to paragraph (*d*) of subsection (2) or pursuant to section 11.

Where information not available

11. Where, in the opinion of the Deputy Minister, sufficient information has not been furnished or is not available to enable the determination of normal value or export price under section 9 or 10, the normal value or export price, as the case may be, shall be determined in such manner as the Minister prescribes.

Goods exported to Canada through another country

12. (1) Goods *bona fide* exported to Canada from any country but passing in transit through another shall, upon such terms and conditions as to shipment, documentation, warehousing, transshipment or the like as may be prescribed by the regulations, have the normal value determined as if they were shipped directly to Canada from such first mentioned country.

Goods indirectly shipped to Canada

(2) In the case of any imported goods that

(*a*) were shipped indirectly to Canada from the country of origin through one or more other countries, and

(*b*) would, but for this section, have a normal value as computed under section 9 that is less than the normal value would be if the country of export were the country of origin,

the normal value of the goods, notwithstanding any other provision of this Act, shall, upon such terms and conditions as to shipment, documentation, warehousing, trans-shipment or the like as may be prescribed by the regulations, have the normal value determined as if they were shipped directly to Canada from such first mentioned country.

PART II

PROCEDURE

Initiation of investigation

13. (1) The Deputy Minister shall forthwith cause an investigation to be initiated respecting the dumping of any goods, on his own initiative or on receipt of a complaint in writing by or on behalf of producers in Canada of like goods, if

(*a*) he is of the opinion that there is evidence that the goods have been or are being dumped; and

(*b*) either

(i) he is of the opinion that there is evidence, or

(ii) the Tribunal advises that it is of the opinion that there is evidence,

that the dumping referred to in paragraph (*a*) has caused, is causing or is likely to cause material injury to the production in Canada of like goods or has materially retarded or is materially retarding the establishment of the production in Canada of like goods.

Notice

(2) Where, after receipt of a written complaint respecting the dumping of any goods, the Deputy Minister decides not to initiate an investigation, he shall send a written notice of his decision to the complainant setting out therein the reasons for such decision.

Reference to Tribunal

(3) Where the Deputy Minister, after receipt of a written complaint respecting the dumping of any goods, decides not to initiate an investigation by reason only that in his opinion there is no evidence of material injury or retardation within the meaning of paragraph (*b*) of subsection (1),

(*a*) the Deputy Minister, or

(*b*) the complainant, within such period from the date of the notice referred to in subsection (2) as is prescribed by the regulations,

may refer to the Tribunal the question whether there is any evidence that the dumping of the goods has caused, is causing or is likely to cause material injury to the production in Canada of like goods or has materially retarded or is materially retarding the establishment of the production in Canada of like goods.

Idem

(4) The Deputy Minister shall, upon receipt of a notice in writing from the Tribunal pursuant to subsection (2) of section 16, cause an investigation to be initiated respecting the dumping of any goods described in the notice.

Notice of investigation

(5) Where the Deputy Minister causes an investigation to be initiated respecting the dumping of any goods, he shall cause notice of the investigation

(*a*) to be given to the importer, the exporter, the government of the country of export, the complainant, if any, and such other persons as may be specified by the regulations, and

(*b*) to be published in the *Canada Gazette*.

Termination of investigation

(6) The Deputy Minister shall cause an investigation respecting the dumping of any goods to be terminated and shall not make any preliminary determination of dumping in respect of such goods,

(*a*) where he is satisfied that

(i) there is insufficient evidence of dumping to justify proceeding with the investigation, or

(ii) the margin of dumping of the goods or the actual or potential volume of dumped goods is negligible, or

(*b*) subject to subsection (7), where in the case of an investigation initiated by him under subsection (1) without the advice of the Tribunal, he comes to the conclusion that there is no evidence that the dumping of goods has caused, is causing or is likely to cause material injury to the production in Canada of like goods or has materially retarded or is materially retarding the establishment of the production in Canada of like goods;

and shall thereupon cause notice of such termination to be given to the persons and in the manner provided in subsection (5).

Notice, etc., prior to termination

(7) Where, in the case of an investigation described in paragraph (*b*) of subsection (6), the Deputy Minister comes to the conclusion that there is no evidence of material injury or retardation within the meaning of the paragraph,

(*a*) he shall cause notice thereof to be given to the persons and in the manner provided in subsection (5); and

(*b*) he or the complainant, if any, may, within such period from the date of the notice described in paragraph (*a*) as is prescribed by the regulations, refer to the Tribunal the question whether there is any evidence that the dumping of the said goods has cause, is causing or is likely to cause material injury to the production in Canada of like goods or has materially retarded or is materially retarding the establishment of the production in Canada of like goods;

and where a reference has been made to the Tribunal under paragraph (*b*), the Deputy Minister may not terminate the investigation by reason only that in his opinion there is no evidence of material injury or retardation within the meaning of that paragraph unless the Tribunal advises that in its opinion there is no evidence of such material injury or retardation.

When reference made to Tribunal

(8) When a reference has been made to the Tribunal pursuant to subsection (3) or (7) on the question whether there is any evidence that the dumping of goods has caused, is causing or is likely to cause material injury to the production in Canada of like goods or has materially retarded or is materially retarding the establishment of the production in Canada of like goods, the Tribunal shall render its advice on the question as soon as possible, without holding any hearings thereon, on the basis of such information and advice as is then available to it.

Preliminary determination of dumping

14. (1) Where an investigation respecting the dumping of any goods has not been terminated under subsection (6) of section 13 and the Deputy Minister, as a result of the investigation, is satisfied that

(*a*) the goods have been or are being dumped, and

(*b*) the margin of dumping of the dumped goods and the actual or potential volume thereof is not negligible,

he shall make a preliminary determination of

(Continued on next page)

dumping specifying the goods or description of goods to which such determination applies.

Notice of preliminary determination

(2) When the Deputy Minister has made a preliminary determination of dumping in respect of any goods or description of goods, he shall

(*a*) cause notice of the determination to be given to the importer, the exporter, the government of the country of export, the complainant, if any, and such other persons as may be specified by the regulations stating the reasons for such determination;

(*b*) cause notice of the determination to be published in the *Canada Gazette;*

(*c*) cause notice in writing of the determination to be filed with the Secretary of the Tribunal; and

(*d*) in accordance with directions given by the Minister, take such proceedings as may be necessary in order to make a final determination of dumping within three months from the date of the preliminary determination.

Application of provisional duty and provisional entry

15. (1) Where the Deputy Minister has made a preliminary determination of dumping in respect of any goods or description of goods, the goods or any goods of the same description that are entered into Canada during the period commencing on the day the preliminary determination was made and ending on the day that an order or finding is made by the Tribunal with respect thereto are deemed, for all purposes of this Act, to be entered provisionally, and the importer of any goods so entered during such period shall

(*a*) pay or cause to be paid, on demand of the Deputy Minister, provisional duty in an amount not greater than the margin of dumping of the said goods; or

(*b*) post security, on demand of the Deputy Minister, in a prescribed form and in an amount or to a value not greater than the margin of dumping of the said goods.

Return of provisional duty

(2) Any provisional duty paid by or on behalf of an importer in respect of the entry of any goods pursuant to subsection (1) shall, except to the extent of the duty payable in respect of the goods, be returned to the importer forthwith following the final determination made by the Deputy Minister under section 17, in respect of the goods.

Tribunal to make inquiry

16. (1) The Tribunal, forthwith upon receipt by the Secretary under subsection (2) of section 14 of a notice of a preliminary determination of dumping, shall, in respect of the goods to which the preliminary determination of dumping applies, make inquiry as to whether

(*a*) the dumping of the goods that are the subject of the inquiry

(i) has caused, is causing or is likely to cause material injury to the production in Canada of like goods,

(ii) has materially retarded or is materially retarding the establishment of the production in Canada of like goods, or

(iii) would have caused material injury to the production in Canada of like goods except for the fact that provisional duty was applied in respect of the goods; or

(*b*) in the case of any goods to which the preliminary determination of dumping applies,

(i) either

(A) there has occurred a considerable importation of like goods that were dumped, which dumping has caused material injury to the production in Canada of like goods or would have caused material injury to such production except for the application of anti-dumping measures, or

(B) the importer of the goods was or should have been aware that the exporter was practising dumping and that such dumping would cause material injury to the production in Canada of like goods, and

(ii) material injury has been caused to the production in Canada of like goods by reason of the fact that the entered goods constitute a massive importation or form part of a series of importations into Canada that in the aggregate are massive and that have occurred within a relatively short period of time, and in order to prevent the recurrence of such material injury, it appears necessary to the Tribunal that duty be assessed on the entered goods.

Tribunal may direct investigation

(2) Where, during an inquiry described in subsection (1) respecting any goods to which a preliminary determination of dumping applies, the Tribunal comes to the conclusion that

(*a*) there is evidence that goods the characteristics of which closely resemble the goods to which the preliminary determination applies have been or are being dumped, and

(*b*) the dumping referred to in paragraph (*a*) has caused, is causing or is likely to cause material injury to the production in Canada of like goods or has materially retarded or is materially retarding the establishment of the production in Canada of like goods,

the Tribunal, by notice in writing setting out the description of such goods, may direct the Deputy Minister to cause an investigation to be initiated respecting the dumping of such goods.

Tribunal to make order or finding

(3) The Tribunal shall, within a period of three months from the date of receipt of a notice of a preliminary determination of dumping, in the case of any goods to which the preliminary determination applies, make such order or finding as the nature of the matter may require, and shall declare to what goods or description of goods including, where applicable, from what supplier and from what country of export, the order or finding applies.

Tribunal guided by Canada's obligations

(4) The Tribunal, in considering any question relating to the production in Canada of any goods or the establishment in Canada of such production, shall take fully into account the provisions of paragraph (*a*) of Article 4 of the Agreement on Implementation of Article VI of the General Agreement on Tariffs and Trade signed at Geneva, Switzerland, on June 30, 1967.

Notice of order or finding

(5) The Secretary shall forward by registered mail a copy of each order or finding to the Deputy Minister, the importer, the exporter and such other persons as may be specified by the rules of the Tribunal.

Final determination of dumping

17. (1) The Deputy Minister, upon receipt of an order or finding of the Tribunal, shall make a final determination of dumping in the case of any goods described in the said order or finding that were entered into Canada before the order or finding of the Tribunal,

(*a*) by determining whether the goods are goods described in the order or finding of the Tribunal, and

(*b*) by appraising the normal value and export price of the goods,

and subject to subsection (4) of section 18 and subsection (1) of section 19, such decision is final and conclusive.

Idem

(2) The Deputy Minister shall make his final determination on the basis of such facts and information as are available to him, and upon the making of such determination shall thereupon cause an assessment to be made of the duty payable in respect of any goods affected thereby.

Notice of final determination

(3) The Deputy Minister shall give notice of his final determination in the manner prescribed by the regulations.

Finality of determination and appraisal

18. (1) Subject to this Act, where, subsequent to an order or finding of the Tribunal, any goods are entered into Canada,

(*a*) a determination as to whether the entered goods are goods of the same description as the goods or description of goods to which the order or finding applies, and

(*b*) an appraisal of the normal value and export price of the entered goods,

made upon the entry is final and conclusive unless the importer, within 90 days from the making thereof, makes a written request in a form and manner prescribed by the regulations to a Dominion Customs Appraiser for a re-determination or a re-appraisal.

Review by Dominion Customs Appraiser

(2) A Dominion Customs Appraiser may re-determine any determination of the description or re-appraise any appraisal of the normal value or export price of any goods made pursuant to subsection (1),

(*a*) in accordance with a request made pursuant to subsection (1); or

(*b*) in any other case, where he deems it advisable within two years of the date of entry of the goods.

Review by Deputy Minister

(3) Subject to subsection (4), a decision of a Dominion Customs Appraiser under this section is final and conclusive unless the importer, within 90 days of the date of the decision, makes a written request in a form and manner prescribed by the regulations to the Deputy Minister for a re-determination or a re-appraisal.

Re-determination or re-appraisal

(4) The Deputy Minister may re-determine any determination of the description or re-appraise any appraisal of the normal value or export price of any goods

(*a*) in accordance with a request made pursuant to subsection (3);

(*b*) at any time, if the importer or exporter has made any mis-representation or committed a fraud in entering the goods;

(*c*) at any time, for the purpose of giving effect to a decision of the Tariff Board, the Exchequer Court of Canada or the Supreme Court of Canada with respect to those goods; and

(*d*) in any other case, where he deems it advisable within two years of the date of the entry of those goods.

Effect of re-determination or re-appraisal

(5) Where, in accordance with this section, a re-determination as to whether any goods are goods as described in paragraph (*a*) of subsection (1) or a re-appraisal of the normal value or export price of the goods has been made,

(*a*) the importer shall pay any additional duty payable with respect to the goods, or

(*b*) a refund shall be made of the whole or a part of any duty paid in respect of the goods,

in accordance with the re-determination or re-appraisal.

Appeal to the Tariff Board

19. (1) A person who deems himself aggrieved by a decision of the Deputy Minister made pursuant to subsection (1) of section 17 or subsection (4) of section 18 with respect to any goods may appeal from the decision to the Tariff Board by filing a notice of appeal in writing with the Deputy Minister and the Secretary of the Tariff Board within 60 days from the day on which the decision was made.

Publication of notice of appeal

(2) Notice of the hearing of an appeal under subsection (1) shall be published in the *Canada Gazette* at least 21 days prior to the day of the hearing, and any person who on or before that day enters an appearance with the Secretary of the Tariff Board may be heard on the appeal.

Order or finding of the Board

(3) On any appeal under subsection (1) the Tariff Board may make such order or finding as the nature of the matter may require and, without limiting the generality of the foregoing, may declare what duty is payable on the goods with respect to which the appeal was taken, and an order, finding or declaration of the Tariff Board is final and conclusive subject to further appeal as provided in section 20.

Appeal to Exchequer Court on question of law

20. (1) Any of the parties to an appeal under section 19, namely,

(*a*) the person who appealed,

(*b*) the Deputy Minister, or

(*c*) any person who entered an appearance in accordance with subsection (2) of section 19, if he has a substantial interest in the appeal and has obtained leave from the Court or a judge thereof,

may, within 60 days from the making of an order or finding under subsection (3) of section 19, appeal therefrom to the Exchequer Court of Canada upon any question of law.

Disposition of appeal

(2) The Exchequer Court of Canada may dispose of any appeal by making such order or finding as the nature of the matter may require and, without limiting the generality of the foregoing, may

(*a*) declare what duty is payable or that no duty is payable on the goods with respect to which the appeal to the Tariff Board was taken; or

(*b*) refer the matter back to the Tariff Board for rehearing.

Application of section 45 *Customs Act*

(3) The provisions of section 45 of the *Customs Act* apply *mutatis mutandis* to any appeal taken under this section as if it were an appeal taken under section 45 of that Act.

PART III

ANTI-DUMPING TRIBUNAL

Tribunal established

21. (1) There shall be a tribunal to be called the Anti-dumping Tribunal, consisting of five members to be appointed by the Governor in Council.

Tenure

(2) Subject to subsections (3) and (4), each member shall hold office during good behaviour for a period of seven years, but may be removed at any time by the Governor in Council for cause.

First appointments

(3) The first five members appointed after the coming into force of this Act may be appointed to hold office for a term of less than seven years.

Eligibility

(4) Any member is eligible to be re-appointed to hold office during good behaviour for any term of seven years or less, and every member ceases to hold office upon attaining the age of seventy years.

Chairman and Vice-Chairman

(5) The Governor in Council shall designate one of the members to be Chairman of the Tribunal

(Continued on next page)

CANADIAN ANTI-DUMPING DUTY LEGISLATION, *continued*

and one of the members to be Vice-Chairman of the Tribunal.

Temporary substitute members

(6) In the event of the absence or incapacity of any member, the Governor in Council may appoint a temporary substitute member upon such terms and conditions as the Governor in Council may prescribe.

Other employment prohibited

(7) Each member shall devote the whole of his time to the performance of his duties under this Act and shall not accept or hold any office or employment inconsistent with his duties and functions under this Act.

Remuneration and expenses

22. Each member of the Tribunal shall be paid such remuneration for his services as is fixed by the Governor in Council and is entitled to be paid reasonable travelling and living allowances incurred by him while absent from his ordinary place of residence in the course of his duties under this Act.

Duties of Chairman

23. (1) The Chairman is the chief executive officer of the Tribunal and has supervision over and direction of the work of the Tribunal including

(*a*) the apportionment of the work among the members thereof and the assignment of members to sit at hearings of the Tribunal and to preside thereat, and

(*b*) generally, the conduct of the work of the Tribunal, the management of its internal affairs and the duties of the staff of the Tribunal.

Duties of Vice-Chairman

(2) If the Chairman is absent or if the office is vacant, the Vice-Chairman has and may exercise all the powers and functions of the Chairman.

Acting Chairman

(3) The Tribunal may authorize one or more of its members to act as Chairman for the time being in the event that the offices of the Chairman and Vice-Chairman are vacant.

Head Office

24. (1) The head office of the Tribunal shall be at Ottawa.

Sittings

(2) The Tribunal may sit at such times and places as it considers necessary or desirable for the proper conduct of its business.

Rules

25. The Tribunal may make rules respecting

(*a*) the sittings of the Tribunal; and

(*b*) the procedure for making representations to the Tribunal and generally the manner of conducting any business before the Tribunal.

Secretary

26. (1) There shall be a Secretary of the Tribunal who shall be appointed by the Governor in Council to hold office during pleasure.

Officers and employees

(2) The Governor in Council may, upon the request of the Tribunal, provide the Tribunal with the services of such officers and employees employed by or in any agency or department of the Government of Canada as are necessary for the proper conduct of the business of the Tribunal, and the Tribunal may obtain the advice and assistance of any agency or department of the Government of Canada.

Superannuation

(3) For the purposes of the *Public Service Superannuation Act*, the members and Secretary of the Tribunal shall be deemed to be persons employed in the Public Service.

Experts

(4) The Tribunal may, with the approval of the Treasury Board, appoint and fix the remuneration of persons having technical or special knowledge to assist the Tribunal in any matter in an advisory capacity.

Tribunal a court

27. (1) The Tribunal is a court of record and shall have an official seal, which shall be judicially noticed.

Power as to witnesses, etc.

(2) The Tribunal has, as regards the attendance, swearing and examination of witnesses, the production and inspection of documents, the enforcement of its orders, the entry upon and inspection of property and other matters necessary or proper for the due exercise of its jurisdiction, all such powers, rights and privileges as are vested in a superior court of record.

Court of justice

(3) The Tribunal, for the purposes of section 170 of the *Customs Act*, shall be deemed to be a court of justice.

Hearing and taking of evidence

28. (1) The Chairman of the Tribunal may direct that evidence relating to any hearing before the Tribunal be received, in whole or in part, by a member of the Tribunal and that member has and may exercise all of the powers of the Tribunal in relation to such hearing.

Report to Tribunal

(2) A member by whom evidence relating to any hearing has been received pursuant to subsection (1) shall make a report thereon to the Tribunal and a copy of the report shall be provided to each of the parties to the hearing.

Making of order or finding

(3) After receiving any report made under subsection (2) and after holding a rehearing, in whole or in part, of the matter if in its discretion the Tribunal deems it advisable to do so, the Tribunal may make its order or finding.

Right to appear

29. (1) All parties to a hearing before the Tribunal may appear in person or may be represented at the hearing by counsel or an agent.

Hearing may be *in camera*

(2) A hearing before the Tribunal may at the discretion of the Tribunal or the Chairman, as the case may be, be heard *in camera* or in public.

Confidential evidence not to be made public

(3) Where evidence or information that is in its nature confidential, relating to the business or affairs of any person, firm or corporation, is given or elicited in the course of any hearing before the Tribunal, the evidence or information shall not be made public in such a manner as to be available for the use of any business competitor or rival of the person, firm or corporation.

Advice of Panel to be sought; membership of panel

30 (1) The Tribunal shall, before making any order or finding or before rendering any advice on any reference made to it pursuant to subsection (3) or (7) of section 13, seek the advice of a Panel consisting of the following members:

(*a*) the Deputy Minister of Finance;

(*b*) the Deputy Minister of National Revenue (Customs and Excise);

(*c*) the Deputy Minister of Trade and Commerce,

(*d*) the Deputy Minister of Industry; and

(*e*) the Deputy Minister of such other department as may be named from time to time by the chairman of the Panel.

Panel to advise

(2) The Panel shall as soon as possible consider any matter relating to the determination of injury under this Act that is referred to it by the Tribunal and shall thereupon advise the Tribunal thereon.

Advice not binding

(3) The Tribunal is not bound by any advice received on any matter from the Panel.

Rules

(4) The Panel may make such rules as it sees fit respecting its procedure and the conduct of its business, including the selection of a chairman.

Assignment of Deputy Minister's duties

(5) All powers, duties and functions under this section of a Deputy Minister referred to in subsection (1) may be exercised by such other officer of the Department of which he is the Deputy

Minister as the Minister of that Department may nominate.

Orders and findings final

31. (1) Subject to section 32, every order or finding of the Tribunal is final and conclusive.

Jurisdiction as to prerogative writs

(2) The Exchequer Court of Canada has exclusive original jurisdiction to hear and determine every application for a writ of *certiorari*, prohibition or *mandamus* or for an injunction in relation to any order or finding of the Tribunal or any proceedings before the Tribunal.

Limitations

(3) An order or finding of the Tribunal is not subject to review or to be restrained, removed or set aside by *certiorari*, prohibition, *mandamus* or injunction or any other process or proceeding in the Exchequer Court on the ground

(*a*) that a question of law or fact was erroneously decided by the Tribunal; or

(*b*) that the Tribunal had no jurisdiction to entertain the proceedings in which the order or finding was made or to make the order or finding.

Review of orders by Tribunal

32. The Tribunal may, at any time after the date of any order or finding made by it, review, rescind, change, alter or vary the said order or finding or may rehear any matter before deciding it.

PART IV

GENERAL

Duties a debt to Her Majesty

33. (1) The true amount of duty or provisional duty payable to Her Majesty on any goods entered into Canada from and after the time such duty should have been paid or accounted for constitutes a debt due and payable to Her Majesty, jointly and severally,

(*a*) by the person who was the owner of the goods at the time of the entry thereof, and

(*b*) by the importer of the goods,

and such debt may be recovered at any time with full costs of suit in any court of competent jurisdiction, and any goods thereafter imported by the said owner or importer are subject to a lien for such debt and may be withheld from delivery by Customs until such debt is paid.

Idem

(2) Notwithstanding anything in this Act, if any duty imposed in respect of dumped goods has not been paid by the owner of the goods or the importer thereof within 30 days after demand therefor pursuant to this Act, the Minister may, on demand, require any person to whom, after entry of the goods, the goods were sold, to pay an amount in respect of the said duty not exceeding the margin of dumping of the goods sold to such person, which amount shall constitute a debt due and payable to Her Majesty by such person and may be recovered at any time with full costs of suit in any court of competent jurisdiction, without prejudice to any recourse available to Her Majesty under subsection (1).

Statement to be submitted

34. (1) Where in the opinion of the Deputy Minister,

(*a*) any goods have been or are being dumped, or

(*b*) the export price of any goods, as determined under subsection (1) of section 10, is unreliable for any one of the reasons specified in paragraph (*b*) of subsection (2) of section 10,

the Deputy Minister may, at any time, request that on or before such date as he may specify the manufacturer or producer, the vendor, the exporter or the importer of the goods submit to him a statement, attested under oath in prescribed form, containing such information and evidence relating to the normal value and the export price of the goods as may be prescribed by the regulations.

Failure to submit statement

(2) Where, in the case of a request made by the Deputy Minister under subsection (1) to submit a statement with respect to any goods on or before a specified date,

(*a*) the importer of the goods refuses or fails to comply with the request, any entry subsequent to the specified date of goods of the same description made by or on behalf of the manufacturer or producer, the vendor, the exporter or the importer of the goods shall be deemed not to have been perfected, notwithstanding any other provision of this Act, until the statement is submitted to the Deputy Minister; and

(*b*) the manufacturer or producer, the vendor or the exporter of the goods refuses or fails to comply with the request, any entry subsequent to the specified date of goods of the same description exported by or on behalf of the manufacturer or producer, the vendor or the exporter shall be deemed not to have been perfected, notwithstanding any other provision of this Act, until the statement is submitted to the Deputy Minister.

False or incorrect information

(3) Where a statement submitted by or on behalf of an importer pursuant to this section with respect to any goods contains false or incorrect information relating to

(*a*) the description or the export price of the goods, and

(*b*) in the event that the importer and the exporter of the goods are associated persons, the normal value of the goods,

whether or not such information was furnished in the knowledge that it was false or incorrect, the importer is guilty of an offence and liable on summary conviction to a fine equal to the duty paid value of the goods for purposes of the *Customs Act*.

Regulations

35. The Governor in Council may make regulations

(*a*) prescribing or providing for anything that, by this Act, is to be prescribed or provided for by the regulations, and

(*b*) generally for carrying out the purposes and provisions of this Act.

PART V

CONSEQUENTIAL AMENDMENTS

1965, c. 16, s. 2 (2)

36. (1) Subsection (2) of section 35 of the *Customs* Act is amended by striking out the word 'and' at the end of paragraph (*b*) thereof, by adding the word 'and' at the end of paragraph (*c*) thereof and by adding thereto the following paragraph:

'Duty'

'(*d*) 'duty' does not include duty or provisional duty imposed under the *Anti-dumping Act*.'

1958, c. 26, s. 1

(2) Section 39 of the said Act is repealed.

1958, c. 26, s. 1

(3) Subsection (7) of section 40A of the said Act is repealed.

37. (1) Subsections (1) to (9) of section 6 of the *Customs Tariff* are repealed.

(2) Subsection (3) of section 6A of the said Act is repealed.

(3) Section 7 of the said Act is amended by adding thereto, immediately after subsection (1) thereof, the following subsections:

(Continued on next page)

CANADIAN ANTI-DUMPING DUTY LEGISLATION, *continued*

Surtax in certain conditions

'(1a) Where at any time it appears to the satisfaction of the Governor in Council, on a report of the Minister of Finance, that goods of any kind, the growth, produce or manufacture of any country, are being imported into Canada under such conditions as to cause or threaten serious injury to Canadian producers of like or directly competitive products, any goods of the same kind and the growth, produce or manufacture of that country may, by order of the Governor in Council, when imported into such region or part of Canada and during such period after the making of the order as the order may specify, in addition to the duties otherwise established, be made subject to a surtax at such rate, not exceeding the rate that in the opinion of the Governor in Council is sufficient to prevent further such injury or the threat of such injury, as is specified in the order.

Publication

'(1b) Every order made under subsection (1a) shall be published in the *Canada Gazette*.

Approved by Parliament

'(1c) When any order is made under subsection (1a), the order shall cease to have any force or effect with respect to any period following the 180th day from the date of its making, unless before that day the order is approved by Parliament.'

PART VI

COMING INTO FORCE

Coming into force

38. This Act shall come into force on a day to be fixed by proclamation.

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TRADE AND FINANCIAL ARRANGEMENTS

Tunisia and Niger

THE TUNISIAN *Journal Officiel* of August 20, 1968 announced the renewal, for a further year from July 3, of the trade agreement of 1962 between Tunisia and Niger. All Tunisian exports to Niger are exempt from quantitative restrictions. Exports from Niger to Tunisia are likewise exempt from quantitative restrictions except for goods subject to global quotas.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408 or 423).

New Zealand/Australia free trade agreement

Tariff and Development Board Notice No. 71

IN ACCORDANCE with the intention to take the necessary action expressed in letters of August 31, 1965, exchanged between the Minister of Overseas Trade and the High Commissioner for Australia in New Zealand in association with the New Zealand Australia Free Trade Agreement, the Minister has requested the Tariff and Development Board to consider and to report to him on any questions arising from the undertaking to eliminate the margins by which the rates of duty at present applicable to goods imported into New Zealand from Australia exceed those applicable to such goods when imported into New Zealand from any third country or territory other than the Cook Islands and Western Samoa or countries eligible for any concessional tariff treatment accorded to less developed countries.

Notice to this effect was given in the New Zealand *Gazette* on January 25, 1968, and in the *Board of Trade Journal* of February 9, 1968, page 454 by Tariff and Development Board Notice No. 61, wherein the Board listed the items to be considered initially and invited interested parties to make representations on any item or items affected.

The Board has received representations regarding a number of the items listed in Notice No. 61 and is conducting a series of public inquiries in order to assist it to comply with the Minister's request.

In the course of such inquiries the Board will have regard to representations made about any of the existing rates of duty on the goods concerned and about import licensing as affecting such goods.

For the purpose of taking evidence on the items listed in the Schedule to this notice, the Board will hold public inquiries in the Board Room, 1st Floor, NZ Law Society Building, 26 Waring Taylor Street, Wellington, commencing at 10.30 a.m. on December 3, 1968.

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Any person who intends to tender evidence should comply with the 'Notes for Guidance of Witnesses' which have been prepared by the Board. A copy of these Notes may be obtained from Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Twelve copies of typewritten statements of evidence to be tendered, compiled in accordance with these Notes, should be lodged with P. A. T. Abraham, Secretary, Tariff and Development Board, PO Box 5070, Wellington, not later than November 19, 1968. Each statement will need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) of their intention.

Schedule

Tariff Item No.	Description	Rates of Duty		
		British Preferential	Most Favoured Nation	General Tariff
	Printing ink:			
32.13.19	Other (i.e. other than the printing inks of item 32.13.11) . .	22½% Aul. 27½%	50%	60%
32.13.21	Stencilling inks and inks for the like purposes . . .	15% Aul. 25%	40%	50%
38.19.26	Stencil correcting varnish put up in packings for sale by retail .	Free Aul. } 10% Can. }	25%	40%

Tariff and Development Board Notice No. 74

NOTICE IS HEREBY given that, following receipt by the Tariff and Development Board, Wellington, of representations regarding Tariff item 85.12.09, the Board has acceded to a request that the item in question be added to Schedule B of Tariff and Development Board Notice No. 68, which lists items to be the subject of a public inquiry on Monday, November 4, 1968.

The present rates of duty applicable to this item are: British Preferential 32½ per cent, Canadian 35 per cent, Australia 35 per cent, General Tariff 60 per cent.

The attention of interested parties is drawn to the terms of Notice No. 68, which was published in the New Zealand *Gazette* dated August 29, 1968, and the *Board of Trade Journal* of September 20, 1968 (page 805).

Overseas printed papers

THE POST OFFICE reminds users of the overseas post that there has been no change in the conditions governing the overseas printed papers, small packet, sample and phonopost services. To qualify for the lower rates of postage appropriate to these services, items must have wrappers or envelopes which are capable of being easily opened and resealed for postal inspection. Items sent in sealed wrappers or envelopes are letter packets and attract the letter rates of postage. Any deficiencies in postage are liable for surcharging in the country of destination.

The new conditions in the inland post, whereby all items (except those weighing between 1½ lb. and 2 lb. sent by the concessionary printed papers service) may now be sealed, whatever the contents, do not affect the overseas post in any way.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ANGOLA

(197/68) Power Station Building and Equipment for Central da Junta Provisional de Electrificacao. December 16. E.S.B. 37651/68.

ARGENTINA

(197/68) Liquid Propane Gas for Secretaria de Estado de Energia y Mineria. October 30. E.S.B. 37677/68.*

AUSTRALIA

(195/68) Construction of Hospital Extension for Adelaide Architects. (Advance Information.) E.S.B. 37303/68.

(197/68) Transformers for Capricornia Regional Electricity Board. October 31. E.S.B. 37699/68.*

(186/68) Antennae for Department of Civil Aviation. (Further Information.) E.S.B. 36540/68.*

(195/68) Electron Tubes for Deputy Assistant Director General (Supply). November 21. E.S.B. 37177/68.

(197/68) Mechanical and Electrical Plant Director for Engineering and Water Supply Department. October 31. E.S.B. 37648/68.

(196/68) Slurry Pumps for District Contract Board. October 30. E.S.B. 37356/68.*

(193/68) Reheat Boiler for Electricity Commission of New South Wales. (Advance Information.) E.S.B. 36807/68.*

(197/68) Circuit Breakers for Northern Electric Authority of Queensland. November 6. E.S.B. 37700/68.*

(197/68) Travelling Crane for Rockhampton City Council. November 18. E.S.B. 37678/68.

State Electricity Commission of Victoria:

- **(195/68) Switchgear Equipment.** November 25. E.S.B. 37197/68.
- **(195/68) Electron Tubes.** November 19. E.S.B. 37178/68.

(195/68) Distribution Transformers for State Electricity Commission of Queensland. October 23. E.S.B. 37196/68.*

BRAZIL

(193/68) Relays for Centrais Electricas de Sao Paulo, SA. November 20. E.S.B. 36846/68.*

Companhia Auxiliar de Empresas Electricas Brasileiras:

- **(194/68) Conductors, Cables, Tools and Accessories.** (Further Information.) Tender documents now available. E.S.B. 36388/68.*
- **(196/68) Transformers,** November 11. E.S.B. 37326/68.

BURMA

Ministry of Defence:

- **(196/68) Air Conditioner.** November 5. E.S.B. 37630/68.*
- **(196/68) Bitumen; Roofing Materials.** October 30. E.S.B. 37631/68.*
- **(196/68) Boot Making Materials.** October 31. E.S.B. 37632/68.*

Myanma Export-Import Corporation:

- **(196/68) Anti-Knock Compound.** October 31. E.S.B. 37629/68.*
- **(197/68) Workshop Equipment Hand Tools.** October 31. E.S.B. 37686/68.*

People's Electro-Mechanical Services:

- **(194/68) Radio Speaker Cloth,** November 17. E.S.B. 36868/68.*
- **(194/68) Metal Rectifier Spare Parts.** November 17. E.S.B. 36869/68.*
- **(193/68) Resistors.** November 15. E.S.B. 36870/68.*
- **(196/68) Electrolytic Capacitor Spare Parts.** November 19. E.S.B. 37626/68.*
- **(196/68) Frequency Tester.** November 22. E.S.B. 37627/68.*
- **(196/68) Battery Eliminators.** November 22. E.S.B. 37628/68.*
- **(194/68) Radio Valves.** November 15. E.S.B. 36872/68.

People's Oil Industry:

- **(193/68) Abrasive Materials, Grinding Stones etc.** November 15. E.S.B. 36850/68.*
- **(193/68) Pipe Fittings.** November 19. E.S.B. 36851/68.*
- **(193/68) Steel Pipes.** November 19. E.S.B. 36852/68.*
- **(193/68) Hoses and Fittings.** November 25. E.S.B. 36853/68.*
- **(193/68) Tool Steel.** November 15. E.S.B. 36854/68.*
- **(193/68) Hose.** November 15. E.S.B. 36855/68.*
- **(196/68) Marine Fuel Oil, Furnace Oil.** October 31. E.S.B. 37379/68.*
- **(196/68) Bleaching Powder.** October 31. E.S.B. 37380/68.*
- **(196/68) Chemicals.** October 31. E.S.B. 37381/68.*
- **(196/68) Pipe Fittings and Valves.** October 31. E.S.B. 37382/68.*
- **(196/68) Air Compressors.** November 15. E.S.B. 37383/68.*
- **(196/68) Propeller.** October 31. E.S.B. 37384/68.*
- **(196/68) Electrical Materials.** October 31. E.S.B. 37610/68.*
- **(196/68) Hand Lamps; Floodlights.** October 31. E.S.B. 37611/68.*
- **(196/68) Electrical Materials.** October 31. E.S.B. 37612/68.*
- **(196/68) Fire Fighting Foam Compound.** October 31. E.S.B. 37613/68.*
- **(196/68) Electrician's Tools.** October 31. E.S.B. 37615/68.*
- **(196/68) Dynamometer.** October 31. E.S.B. 37616/68.*
- **(196/68) Spraying Pistol Spares.** October 31. E.S.B. 37617/68.*
- **(197/68) Carbon Brushes.** October 31, E.S.B. 37385/68.*
- **(197/68) Electrical Switches.** October 31. E.S.B. 37386/68.*
- **(197/68) Lamp Holders.** October 31. E.S.B. 37387/68.*
- **(197/68) Electrical Accessories and Materials.** October 31. E.S.B. 37388/68* and 37389/68.*
- **(19768) Ebonite.** October 31. E.S.B. 37605/68.*
- **(197/68) Testing Equipment.** October 31. E.S.B. 37606/68.*
- **(197/68) Spare Parts for Ceiling Fans.** October 31. E.S.B. 37607/68.*
- **(197/68) Electrical Conduit and Accessories.** October 31. E.S.B. 37608/68.*
- **(197/68) Insulators.** October 31. E.S.B. 37609/68.*
- **(197/68) Electrical Supplies.** October 31. Tender documents now available. E.S.B. 37645/68.*
- **(197/68) Electrical Lamps and Bulbs.** November 15. E.S.B. 37680/68.*
- **(197/68) Welding Sets.** November 15. E.S.B. 37681/68*.
- **(197/68) Acetylene Generator.** November 15. E.S.B. 37682/68.*
- **(197/68) Die Stock Sets.** October 31. E.S.B. 37683/68.*
- **(197/68) Vehicle Spare Parts.** October 30. E.S.B. 37684/68.*
- **(197/68) Pumping Units.** November 15. E.S.B. 37685/68.*

(194/68) Transmitter; Receiver for People's Pearl and Fishery Board. November 4. E.S.B. 36844/68.*

Public Works Corporation:

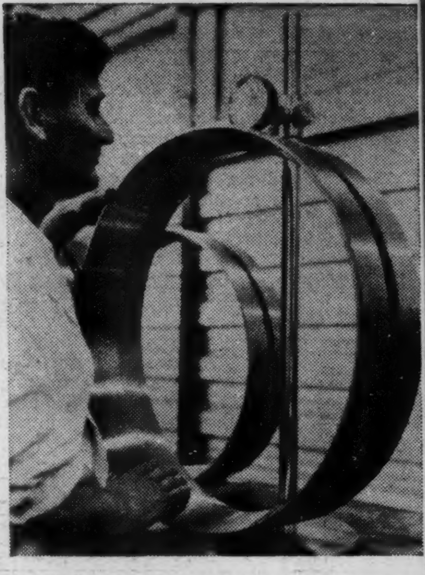
- **(194/68) Wrecker Truck; Clay Extruding and Shearing Machines.** November 18. E.S.B. 36842/68.*
- **(194/68) Air Compressor; Stone Crusher; Drills.** November 18. E.S.B. 36843/68.*

(196/68) Cotton Haircord for Textile Mills Procurement Committee. November 6. E.S.B. 37614/68.*

Union of Burma Railway Board:

- **(193/68) Handtools.** November 11. E.S.B. 36590/68.*
- **(193/68) Workshop Equipment.** November 15. E.S.B. 36591/68.*

(*Continued on page* 1009)



A component part of a 24-inch o.d four-row tapered roller bearing, one of a £123,000 order for a Dutch steel mill, is shown under final measurement tests at the Darlington factory of The Torrington Company Limited. Specified tolerance of this component is .003in on the o.d.

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†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident or firms registered and carrying on business in the United Kingdom.*

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SWISS DISTRIBUTING COMPANY SEEKS AGENCIES FOR BRITISH GOODS

A Swiss company with contacts in the European electronics field wishes to negotiate agencies for British manufactured goods which could usefully be added to the company's existing range of high-quality hand tools for production and assembly in the electronics industry. Correspondence to be addressed to:-

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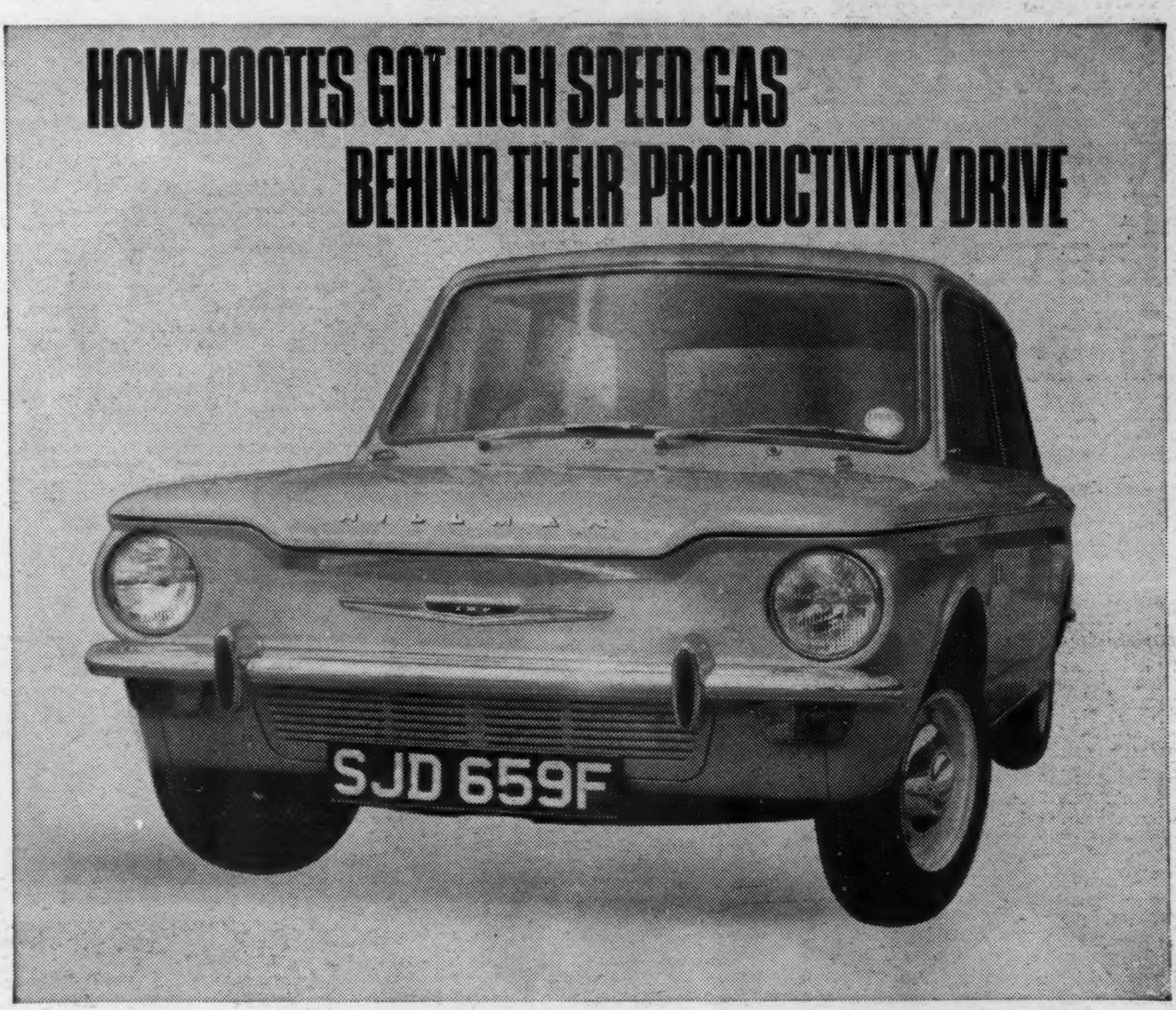
HOW ROOTES GOT HIGH SPEED GAS
BEHIND THEIR PRODUCTIVITY DRIVE
SJD 659F

—They talked to their Industrial Gas Engineer!

Now the Hi-Melt tower – a new method of melting aluminium with considerable cost savings is installed at their Linwood factory. This fully automatic melting and holding plant provides a constant stream of high quality molten aluminium for the production of power unit castings for the Hillman Imp car.

This development resulted from close co-operation between Rootes and the Gas Industry. It is such co-operation which, with the introduction of natural gas, is keeping gas in the fore-front of advanced production and process heating techniques.

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Scottish Gas Board	041-CIT 7040
Northern Gas Board	NEWCASTLE-UPON-TYNE 663322
North Western Gas Board	061-ALT 6311
North Eastern Gas Board	BRADFORD-29621
East Midlands Gas Board	LEICESTER-50022
West Midlands Gas Board	021-705 6888
Wales Gas Board	CARDIFF-33131
Eastern Gas Board	WATFORD-28555
North Thames Gas Board	01-736 1212
South Eastern Gas Board	01-639 2000
Southern Gas Board	SOUTHERN-75544
South Western Gas Board	BRISTOL-666811

HIGH SPEED GAS

Dependable Energy for Industry

INFORMATION FOR EXPORTERS, *continued*

(193/68) Mild Steel Bar. November 11. E.S.B. 36592/68.*

(193/68) Paper and Board. November 15. E.S.B. 36593/68.*

(193/68) Wire Rope, Chain. November 15. E.S.B. 36802/68.*

(193/68) Ball Bearings. November 11. E.S.B. 36803/68.*

(193/68) Tool Steel. November 15. E.S.B. 36806/68.*

(193/68) Ball and Roller Bearing. November 11. E.S.B. 36808/68.*

(196/68) Nuts and Bolts. November 21. E.S.B. 37372/68.*

(196/68) Twist Drills. November 21. E.S.B. 37373/68.*

(196/68) Screws. November 21. E.S.B. 37377/68.*

(196/68) Steel. November 18. E.S.B. 37374/68.*

(196/68) Tungsten Carbide Tips. November 18. E.S.B. 37375/68.*

(196/68) Brazing Materials. November 18. E.S.B. 37376/68.*

(196/68) Batteries. November 21. E.S.B. 37378/68.*

CEYLON

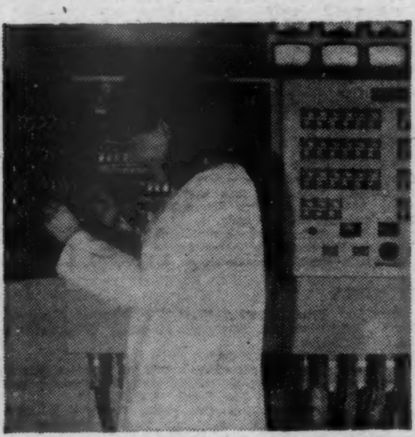
(194/68) Generating Sets for Ceylon Fisheries Corporation. (Further Information.) Tender documents now available. E.S.B. 36329/68.

(195/68) Drum Making Plant for Ceylon Petroleum Corporation. November 15. E.S.B. 37164/68.*

(194/68) Lifts for Department of Government Electrical Undertaking. (Further Information.) Tender documents now available. E.S.B. 38524/68.*

(194/68) Khaki Drill for Government Stores. (Further Information.) Tender documents now available. E.S.B. 35305/68.*

(197/68) Electrical Equipment for Port (Cargo Corporation. October 23. E.S.B. 37642/68.



Orders for electronic centralized monitoring systems have been placed with Graviner (Colnbrook) Limited for installation in three 210,000 ton steam tankers being built in Japan for the Kuwait Oil Tanker Company. Picture shows an operator making final adjustments to the display panel of one of the systems.

(195/68) Hose Connectors; Hose; Foot Valves for Sri Lanka Sugar Corporation. Closing date not known. E.S.B. 37145/68.

(195/68) Cupes for Tender Board. October 29. E.S.B. 37156/68.

COLOMBIA

(196/68) Construction of Airport for Empresa Colombiana de Aerodromos. December 3. E.S.B. 37348/68.

(196/68) Grain Treating Equipment for Inagrario SA. October 30. E.S.B. 37355/68.

COSTA RICA

(196/68) Kitchen Equipment for Caja Costarricense de Seguro Social. October 30. E.S.B. 37638/68.*

GERMANY, FEDERAL REPUBLIC OF

(196/68) Foodstuffs for Bundesamt Fur Wehrtechnik und Beschaffung. Various ranging from October 22, 1968 to April 9, 1969. E.S.B. 37353/68.*

GREECE

Hellenic State Railways:

(195/68) Ticket Machines. October 29. E.S.B. 37183/68.*

(195/68) Sodium Carbonite. October 29. E.S.B. 37185/68.*

Ministry of Commerce:

(195/68) Wireless Equipment. November 1. E.S.B. 37179/68.*

(195/68) Laboratory Equipment. October 30. E.S.B. 37180/68.*

(195/68) Transceivers. October 30. E.S.B. 37181/68.*

(195/68) Loud Hailers. October 25. E.S.B. 37182/68.*

(195/68) Electronic Equipment. October 25. E.S.B. 37187/68.*

(195/68) Laboratory Equipment. November 1. E.S.B. 37190/68.*

(196/68) Passenger Cars. November 1. E.S.B. 37362/68.*

(196/68) Laboratory Equipment. October 25. E.S.B. 37363/68.

(196/68) Electronic Tubes. October 30. E.S.B. 37364/68.

HONG KONG

(196/68) Traffic Sign Supports for Controller of Stores. October 25. E.S.B. 37171/68.*

INDIA

Bokaro Steel Ltd.:

(198/68) Construction of Gas Air Mains and Equipment. (Further Information.) E.S.B. 35363/68.

(198/68) Fans. November 4. E.S.B. 37697/68.

(193/68) Water Main Relaying for Calcutta Metropolitan Water and Sanitation Authority. (Further Information.) Tender documents now available. The authority expects to obtain its requirements from indigenous sources. E.S.B. 35596/68.*

(196/68) Strengthening of Dam by Concrete Backing for Chief Engineer, Irrigation and Power Department. November 4. E.S.B. 37173/68.

(198/68) Water Supply Scheme for Chief Public Health Engineer, Assam. November 26. E.S.B. 37698/68.

(196/68) Lathe for Director General of Supplies and Disposals. November 13. E.S.B. 37365/68.*

(196/68) Cable Ways for Dam for Government of Andhra Pradesh. December 27. E.S.B. 37603/68.

(193/68) Pig Lead and Lead Sheets for Hindustan Steel Ltd. October 24. E.S.B. 36498/68.

(196/68) Switchgear; Cables for Hindustan Shipyard Ltd. (Further Information.) Tender documents now available. E.S.B. 35307/68.*

(198/68) Drill Bits for National Mineral Development Corporation. October 28. E.S.B. 37808/68.

(195/68) Construction of Substation for Western Railway. December 31. E.S.B. 37172/68.

INDONESIA

(198/68) Earth-moving Machinery and Equipment for Directorate General of Water Resources, Developments. November 18. E.S.B. 37810/68.*

IRAQ

(194/68) Khaki Twill Cloth for Army Martyrs Factories. October 31. E.S.B. 36859/68.

(194/68) Plastic Crates for Dairy Administration. October 30. E.S.B. 36863/68 and 36864/68.

General Spinning and Weaving Company:

(194/68) Waste Spinning Unit. October 31. E.S.B. 37104/68.*

(194/68) Cone Winding Machine. October 31. E.S.B. 37105/68.*

(193/68) Drum Closures for Government Oil Refineries Administration. (Further Information.) The closing date has been postponed to October 19. E.S.B. 29145/68.*

(194/68) Jute Preparation and Winding Machinery for Iraq Jute Ind- Company. October 27. E.S.B. 36860/68.

Iraqi Ports Administration:

(194/68) Calculating Machines. October 23. E.S.B. 36862/68.

(194/68) Tyres and Tubes. October 23. E.S.B. 36890/68.*

(193/68) Steel Joists; Iron Flats; Aluminium Paints. October 30. E.S.B. 36891/68.*

(194/68) Electrical Materials. November 6. E.S.B. 36900/68.*

(194/68) Flour Mill Machinery for Iraq Technical Flour Mills Co. Closing date not stated. E.S.B. 37103/68.*

(194/68) Nylon and Artificial Yarns and Rubber Threads for Kut Knitting Company. (Further Information.) Tender documents now available. E.S.B. 35780/68.*

(194/68) Constructional Project for Ministry of Aquarian Reform. November 30. E.S.B. 37106/68.

Ministry of Finance:

(194/68) Rubber Sponge Mattresses. November 10. E.S.B. 36865/68.

(194/68) Sterilizing Drums and Sterilizers. October 27. E.S.B. 36867/68.

Ministry of Municipal and Rural Affairs:

(194/68) Construction of Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 35139/68.

(194/68) Cables and Accessories. (Further Information.) Tender documents now available. E.S.B. 35782/68.*

(194/68) Construction of Water Supply Scheme. January 1, 1969. E.S.B. 36857/68.

(196/68) Construction of Water Supply Scheme. December 31. Tender documents now available. E.S.B. 37115/68.*

Ministry of Oil:

(194/68) Boilers. October 29. E.S.B. 36861/68.

(194/68) Electrical Accessories. October 29. E.S.B. 36894/68.*

National Electricity Administration:

(194/68) Meters. (Further Information.) Tender documents now available. E.S.B. 35901/68.*

(194/68) I.T Meters. November 9. E.S.B. 36858/68.

(194/68) Fire Bricks for Sarchinar Cement Factory. (Further Information.) Tender documents now available. E.S.B 35800/68.*

JORDAN

Jordan Cement Factories Company:

(195/68) Steel Balls and Cylpebs. October 23. E.S.B. 37307/68.*

(195/68) Screws; Nuts; Washers. October 23. E.S.B. 37308/68.*

(196/68) Rivets. October 23. E.S.B. 37309/68.*

(196/68) Bronze Bars. October 23. E.S.B. 37310/68.*

Jordan Petroleum Refinery Company:

(195/68) Line Pipe. October 29. E.S.B. 37313/68.*

(195/68) Fire Extinguishers. October 29. E.S.B. 37314/68.*

(196/68) Pipe Fittings. October 29. E.S.B. 37312/68.*

(196/68) Valves. October 29. E.S.B. 37311/68.

KENYA

East African Railways and Harbours:

(197/68) Sleepers. November 3. Tender documents now available. E.S.B. 37654/68.

(197/68) Timber Turnouts. November 3. Tender documents now available. E.S.B. 37655/68 and 37656/68.

KOREA

(195/68) Radio Communications Equipment for Office of Supply. November 11. E.S.B. 37169/68.*

KUWAIT

(195/68) Cables for Ministry of Electricity and Water. November 17. E.S.B. 37141/68.*

LIBYA

Electricity Corporation Western Provinces:

(193/68) Wire. October 29. E.S.B. 36566/68.

(193/68) Cable, Wire, Terminal Boxes. October 29. E.S.B. 36567/68.

MALAWI

(195/68) Construction of Dwellings for Ministry of Works and Supplies. (Pre-qualification.) October 31. E.S.B. 37306/68.

MALAYSIA

(194/68) Paper and Board for Government Printing Department. November 30. E.S.B. 36813/68.*

Municipal Water Engineer:

(198/68) Chemicals. November 4. E.S.B. 37815/68.*

(198/68) Meters. November 4. E.S.B. 37816/68.*

(194/68) Galvanized Steel, Tubes and Sockets for Public Works Department. December 2. E.S.B. 36810/68.*

(195/68) Palm Oil Processing Plant for State Tender Board. December 8. E.S.B. 36477/68.

(Continued on next page)

An operative eases the parallel plug into a 14 in. Newman-Milliken valve at Newman Hender (Woodchester) Limited. This valve forms part of an £80,000 order for nearly 300 valves for use on a new, crude oil pipeline in South Africa.

INFORMATION FOR EXPORTERS, *continued*

MALTA

Treasury:

(194/68) Telephone Exchange. October 24. E.S.B. 36887/68.*

(194/68) Spirituous Preparations. October 3. E.S.B. 36888/68.*

(194/68) Flannel. October 31. E.S.B. 36889/68.*

(196/68) Vitamin and Protein Concentrate. October 31. E.S.B. 37366/68.

(196/68) Steel Tubes. October 31. E.S.B. 37367/68.*

(196/68) Lathes. October 1. E.S.B. 37368/68.*

(196/68) Welding Equipment and Accessories. October 31. E.S.B. 37369/68.*

(196/68) Air Conditioners. October 31. E.S.B. 37370/68.*

(196/68) Paper for Treasury. October 31. E.S.B. 37371/68.*

MEXICO

(197/68) Transformer and Accessories for Mexican Federal Electricity Commission. October 31. E.S.B. 37653/68.*

MOZAMBIQUE

(195/68) Tyres; Inner Tubes for Municipal Chamber. October 25. E.S.B. 36881/68.

Ports, Railways and Transport Department:

(197/68) Workshop Equipment. November 4. E.S.B. 37687/68.

(197/68) Tractor Spare Parts; Workshop Equipment. November 8. E.S.B. 37688/68.

(197/68) Tyres and Inner Tubes. November 11. E.S.B. 37689/68.

(197/68) Workshop Equipment and Building Materials. October 23. E.S.B. 37690/68.

(197/68) Workshop Equipment. October 29. E.S.B. 37691/68.

Lourenco Marques Municipality:

(198/68) Fuels and Lubricants. October 25. E.S.B. 37692/68.

(198/68) Tyres and Tubes. October 25. E.S.B. 37693/68.

(198/68) Water Meter Spare Parts. October 31. E.S.B. 37694/68.

(198/68) Electrical Equipment. October 31. E.S.B. 37695/68.

NETHERLANDS

(197/68) Vehicles for Headquarters Allied Forces Central Europe. October 31. E.S.B. 37647/68.*

NEW ZEALAND

(197/68) Cables for Dunedin City Corporation. November 19 E.S.B. 37646/68.

(195/68) Railway Alarm Equipment for New Zealand Railways. December 11. E.S.B. 37136/68.*

PAKISTAN

East Pakistan Agricultural University:

(196/68) Cement. October 31. E.S.B. 37360/68.*

(196/68) Pipes and Accessories. October 31. E.S.B. 37361/68.*

SINGAPORE, REPUBLIC OF

Port of Singapore Authority:

(196/68) Marine Propulsion Unit. November 1. E.S.B. 37354/68.*

(196/68) Structural Steel Work. October 29. Tender documents now available. E.S.B. 37604/68.*

SOUTH AFRICA, REPUBLIC OF

Cape Provincial Tender Board:

(195/68) Laundry Plant. November 15. E.S.B. 36790/68.*

(196/68) Brazing Alloy. October 23. E.S.B. 37025/68.*

(197/68) Electroplating Rectifier Sets for South African Railways. October 23. E.S.B. 37239/68.*

State Tender Board:

(193/68) Hospital Equipment. October 28. E.S.B. 36841/68.*

(194/68) Vibrators. October 24. E.S.B. 37117/68.*

(194/68) Loaders. October 24. E.S.B. 37116/68.*

(195/68) Bulldozers. October 24. E.S.B 36884/68.*

(196/68) Aluminium Potassium Sulphate. November 4. E.S.B. 37324/68.*

(196/68) Laser Equipment. November 4. E.S.B. 37325/68.*

(196/68) Motor Graders. October 24. E.S.B. 37332/68.*

(196/68) Pneumatic Rollers. October 24. E.S.B. 37333/68.*

(196/68) Excavator. October 31. E.S.B. 37334/68.*

(196/68) Compressors. October 24. E.S.B. 37335/68.*

(196/68) Front End Loaders. October 31. E.S.B. 37336/68.*

(196/68) Hydraulic Cranes. October 31. E.S.B. 37342/68.*

(196/68) Copper Tubes. October 23. E.S.B. 37343/68.*

SUDAN

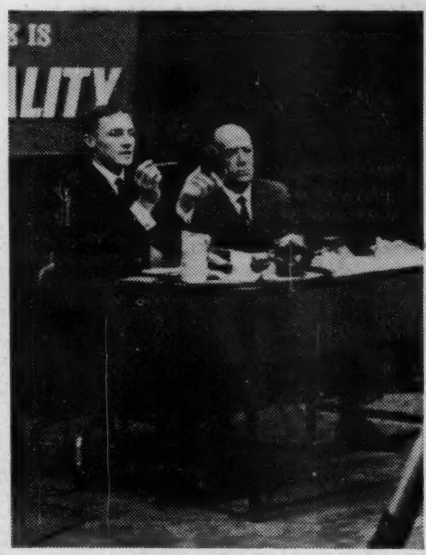
Ministry of Works:

(195/68) Galvanized Piping. October 26. E.S.B. 37112/68.*

(195/68) Mild Steel Angles. October 29. E.S.B. 37113/68.*

(195/68) Water Treatment Units for Public Agricultural Production Corporation. October 30. E.S.B. 37110/68.*

(194/68) Puttees for Stores and Equipment Department. October 23. E.S.B 37149/68.*



Unusual but very practical use of the television service is being made in Zambia where, over a fourteen-week period, lectures are being given for the benefit of men engaged in daily and routine maintenance of earthmoving and similar equipment. International Earthmoving Equipment Ltd., through the courtesy of Zambia Television Services, Kitwe, have planned and are producing this series which includes such subjects as 'Servicing Fuel System', 'Track Maintenance', 'Servicing Hydraulic System', etc. Although the visual aids are mostly derived from International and Hough Construction Equipment instructional and service publications, the information that is televised is of broad interest and value. The picture shows Mr. R. G. C. Gerard, service manager of International Earthmoving Equipment, and the local General Motors dealer service manager Mr. Klop Buckle discussing the importance of filters.

SWAZILAND

(193/68) Copper Wire for Directorate of Posts and Telecommunications. (Advance Information.) E.S.B. 36556/68.

SYRIAN ARAB REPUBLIC

(195/68) Electric Sets for Ministry of Municipal and Rural Affairs. November 9. E.S.B. 37150/68.

(193/68) Hoist for Southern Zone Electricity Directorate. December 8. E.S.B. 36396/68.

TAIWAN

Central Trust of China:

(193/68) Insulating Line Hose. October 23. E.S.B. 36584/68.*

(193/68) Rotating Standard. October 23. E.S.B. 36585/68.*

(193/68) Measuring Instruments. October 23. E.S.B. 36586/68.*

(193/68) Vacuum Tubes. October 23. E.S.B. 36587/68.*

(193/68) Fan. Otober 29. E.S.B. 36588/68.*

(193/68) Street Lighting Switches. October 26. E.S.B. 36589/68.

(193/68) Insulation Hoods. October 28. E.S.B. 36814/68.*

(193/68) Steel Tubes. October 26. E.S.B. 36815/68.*

(193/68) Insulating Line Hose. October 29. E.S.B. 36816/68.*

(193/68) Airport Taxiway Lighting Equipment. October 24. E.S.B. 36817/68.*

(193/68) Air Foam Liquid Concentrate. October 31. E.S.B. 36825/68.*

(193/68) Side Proportioner and Air Foam Nozzles. November 1. E.S.B. 36826/68.*

(193/68) Forklift Truck. October 28. E.S.B. 36827/68.*

(193/68) Slitting and Roll Winding Machine. October 28. E.S.B. 36828/68.*

(193/68) Fuel Dispenser Pumps. October 28. E.S.B. 36829/68.*

(196/68) Communications Equipment. November 1. E.S.B. 37390/68* and 37391/68.*

(196/68) Sodium Silicate. November 1. E.S.B. 37392/68.*

(196/68) Communications Equipment. November 4. E.S.B. 37393/68.*

(196/68) Telegraph Terminal Units. November 2. E.S.B. 37394/68.*

(196/68) Barite Powder. November 1. E.S.B. 37395/68.*

(196/68) Valves; Filters. November 4. E.S.B. 37399/68.*

(196/68) Calibrating Test Unit and Gauges. November 5. E.S.B. 37618/68.*

(196/68) Lead Sheet. November 5. E.S.B. 37619/68.*

(196/68) Bentonite. November 4. E.S.B. 37620/68.*

(196/68) Speech Scramblers. November 5. E.S.B. 37621/68.*

(196/68) Chemicals. October 28. E.S.B. 37622/68.*

(197/68) Flow Relays; Pressure Gauges. October 28. E.S.B 37396/68.*

(197/68) Steel Bars. November 6. E.S.B. 37400/68.*

(197/68) Sodium Nitrohumate. November 2. E.S.B. 37623/68.*

(197/68) Centrifuge. November 1. E.S.B. 37625/68.*

(197/68) Spectrophotometers and Accessories. October 31 E.S.B. 37633/68.*

(197/68) Electrical Equipment. October 28. E.S.B. 37660/68.*

(197/68) Mash Pump. October 28. E.S.B 37664/68.*

(197/68) Electrical Equipment. November 6. E.S.B. 37666/68.*

(197/68) Monoethanolamine. October 31. E.S.B. 37667/68.*

(197/68) Communication Equipment. October 28. E.S.B. 37669/68.*

(197/68) Insecticides. October 30. E.S.B. 37671/68.*

(197/68) Hose. October 30. E.S.B. 37672/68.*

(197/68) Generator Set. October 23. E.S.B. 37673/68.*

(197/68) Drum Reconditioning Machinery. November 4. E.S.B. 37674/68.*

(197/68) Fork Lift Truck. October 28. E.S.B. 37675/68.*

(197/68) Steel. October 30. E.S.B. 37676/68.*

(197/68) Laboratory Equipment. October 24. E.S.B. 37679/68.*

(197/68) Carbon Ferro Manganese. October 29. E.S.B. 37280/68.*

THAILAND

(195/68) Cable and Terminator Kits for Metropolitan Electricity Authority. November 11. E.S.B. 37121/68.*

(194/68) Insulators and Clevis for Provincial Electricity Authority. October 25. E.S.B. 37125/68.*

State Railway of Thailand:

(196/68) Axle. November 13. E.S.B. 37320/68.

(196/68) Generators. November 4. E.S.B. 37321/68.

(198/68) Pumps. November 4. E.S.B. 37696/68.

TUNISIA

(193/68) Wire Drawing Plant for Director General. Societe Tunisienne de Siderurgie. (Further Information.) E.S.B. 28504/68.

Secretariat d'Etat a l'Industrie:

(194/68) Assembly and Manufacture of Tractors. (Further Information.) The closing date has been postponed to October 31 E.S.B. 36538/68.*

(194/68) Pipe Manufacturing Plant. (Further Information.) The closing date has been postponed to October 31. E.S.B. 29572/68.*

TURKEY

Devlet Su Isleri Genel Mudurlugu:

(195/68) Carbide Tipped Drill Steels. October 28. E.S.B 37304/68.*

(195/68) Double Reflecting Projector. October 30. E.S.B. 37315/68.*

UNITED STATES OF AMERICA

(194/68) Switches for Bureau of Reclamation. (Further Information.) Tender documents now available. October 22 E.S.B. 16389/68.*

(197/68) Switchgear and Equipment for Purchasing Department Office. October 29. E.S.B. 37231/68.*

URUGUAY

(195/68) Trolleys and Trailers for A.F.E. State Railways. (Further Information.) The closing date is postponed to October 17 E.S.B. 29885/68.

State Oil and Alcohol Monopoly:

(194/68) Steel Cables. November 6. E.S.B. 37162/68.*

(194/68) Tractors. November 6. E.S.B. 37163/68.*

(194/68) Packaging Equipment. November 5. E.S.B. 37138/68.*

State Railways (A.F.E.):

(195/68) Soldering Equipment. November 15. E.S.B. 37166/68.

(195/68) Degreasing Solvent. November 15. E.S.B. 37167/68.

YUGOSLAVIA

(194/68) Beer Bottling Plant for Beogradska Industija Piva I Bezalkoho Inih Pica. November 7. E.S.B. 36833/68.*

Brodmaterigal, Rijeka:

(194/68) Ball Bearing Manufacturing Equipment. November 7. E.S.B. 36838/68.*

(197/68) Electronic Computer. November 7. E.S.B. 37101/68.

(194/68) Machines for Furniture Manufacture for Fabrika Namestaja Marko. November 7. E.S.B. 36832/68.*

(194/68) Electro-Plating Equipment for Invest-Import. November 6. E.S.B. 36830/68.*

Jugosanitarija Export/Import Inostrana Zastupstva:

(194/68) Betatron November 7. E.S.B. 36835/68.*

(194/68) Cobalt Bomb Unit. November 7. E.S.B. 36837/68.*

(194/68) Machinery for Production of Chemicals for Kemijski Kombinat Chromos-Katran-Kutrilia-Zagreb. November 7. E.S.B. 36836/68.*

(194/68) Packaging Machinery for Kinisija za Prikupijanje Ponuda Saponia-Osijek. November 7. E.S.B. 36834/68.*

(194/68) Constructional Equipment for Komercijani Sektor, G.P December 10. E.S.B. 36820/68.*

(194/68) Radio Relay Part for Poduzece Brodematerijal. November 7. E.S.B. 36839/68.*

(193/68) Workshop Machinery for Preduzece Vardar Uvoz Izvoz. December 10. E.S.B 36822/68.*

(194/68) Wire Making Machinery for Technometal Export/Import. December 10. E.S.B. 36819/68.*

(194/68) Textile Machinery, etc. for Tekstilni Kombinat December 10. E.S.B. 36823/68.*

(194/68) Plastic Working Machinery for Zeljpob, Import/Export. December 10. E.S.B. 36805/68.*

ZAMBIA

Central Supply and Tender Board:

(195/68) Tooth Brushes. November 1. E.S.B. 37119/68

(195/68) Vehicles and Motor Cycles. November 1. E.S.B. 37120/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 *Old Bailey, London, E.C.*4 *(Tel.* 01-248 5757, *Ext.* 7016 *and* 7017, *Telex* 886143, *AB: Bothillgate, Ldn.) at* 2*s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.*

Algeria

(194/68) Inquiry for kraft paper. E.S.B. 36669/68.

(197/68) Inquiry for clothing; embroidery; knitwear; woollen and worsted cloth. E.S.B. 37258/68.

Aruba

(194/68) Inquiry for stationery; toys. E.S.B. 37050/68.

(196/68) Inquiry for handkerchiefs; shirts; towels. E.S.B. 36968/68.

Australia

(194/68) Agency inquiry for dress and shirting fabrics. E.S.B. 36631/68.

(195/68) Agency inquiry for printed circuit board accessories E.S.B. 36431/68.

(196/68) Agency inquiry for party novelties and crackers; toys. E.S.B. 22401/68.

(193/68) Inquiry for chlorinators; diaphragm metering pumps. E.S.B. 36460/68.

(193/68) Manufacture under licence – central heating systems. E.S.B. 36451/68.

(195/68) Inquiry for pipe wrapping machines. E.S.B. 36237/68.

(196/68) Inquiry for battery making machinery. E.S.B. 37211/68.

(197/68) Inquiry for consumer products; food products; health and beauty products E.S.B. 370741/68.

(197/68) Inquiry for flow meters. E.S.B. 37013/68.

(197/68) Inquiry for fresnal lenses. E.S.B. 36439/68.

Australia – Waiver of British Preference

(193/68) Inquiry for drilling and tapping heads. E.S.B. M/60/68.

(196/68) Inquiry for bag sealers. E.S.B. S/34/68.

(196/68) Inquiry for chemicals. E.S.B. S/82/68

(196/68) Inquiry for plastic film. E.S.B. S/85/68

(196/68) Inquiry for protective coating. E.S.B S/83/68.

(196/68) Inquiry for automatic circuit reclosers and sectionalizers. E.S.B. A/69/68.

(196/68) Inquiry for button making machinery. E.S.B M/63/68.

(196/68) Inquiry for plant control and investigation equipment. E.S.B. A/72/68.

(196/68) Inquiry for potassium sorbate; sorbic acid. E.S.B M/64/68.

(197/68) Inquiry for printing machinery E.S.B. A/70/68.

(197/68) Inquiry for printing machinery. E.S.B. A/73/68.

(197/68) Inquiry for printing machine. E.S.B. A/71/68

(197/68) Inquiry for transformers. E.S.B. A/74/68

Austria

(194/68) Agency inquiry for barrels and barrels filling and cleaning equipment. E.S.B. 36652/68.

(197/68) Inquiry for floor coverings. E.S.B. 37260/68.

(197/68) Inquiry for meat and meat products. E.S.B 37471/68

Belgium

(197/68) Inquiry for asbestos; electrical wires. E.S.B. 37043/68.

Brazil

(195/68) Ageny inquiry for p.v.c. resins. E.S.B 13050/68.

Bulgaria

(196/68) Inquiry for irrigation equipment. E.S.B. 34524/68

(197/68) Inquiry for potato powder plant. E.S.B. 36123/68.

Burma

(197/68) Inquiry for Christmas cards and decorations; domestic electrical appliances; gramophone records. E.S.B. 34843/68.

Cambodia

(197/68) Agency inquiry for agricultural tools; hand tools. E.S.B. 34824/68.

Canada

(195/68) Agency inquiry for mining machinery. E.S.B. 35660/68.

(194/68) Inquiry for closed cell materials. E.S.B. 30310/68.

(194/68) Inquiry for torsion bands E.S.B. 36297/68.

(197/68) Inquiry for automobile accessories. E.S.B. 37412/68.

(197/68) Inquiry for generators. E.S.B. 36992/68.

Ceylon

(193/68) Agency inquiry for rubber sheeting. E.S.B. 36273/68.

(194/68) Inquiry for umbrellas. E.S.B. 36160/68.

Curacao

(193/68) Inquiry for bicycle accessories; novel cycle attachment. E.S.B 36651/68.

Denmark

(197/68) Agency inquiry for anti-freeze mixtures and wood preservatives. E.S.B. 36940/68.

France

(194/68) Agency inquiry for hospital equipment and appliances; laboratory equipment. E.S.B. 36486/68.

(194/68) Inquiry for pressure and temperature control equipment. E.S.B. 36703/68.

(195/68) Manufacture under licence – engineering products. E.S.B. 36716/68

(196/68) Inquiry for magnetic chucks. E.S.B. 23391/67.

(198/68) Inquiry for chemicals. E.S.B. 26693/68.

Germany, Federal Republic of

(195/68) Agency inquiry for blouses; leisure wear; maternity dresses; shirts. E.S.B. 36723/68.

(193/68) Agency inquiry for paper working machinery and accessories. E.S.B. 35468/68

(195/68) Agency inquiry for perambulators and accessories: leather and artificial leather products. E.S.B. 36402/68

(197/68) Agency inquiry for chemical raw materials. E.S.B 36739/68.

(193/68) Agency inquiry for abrasives and polishers; chemical raw materials. E.S.B. 36738/68.

(194/68) Inquiry for refuse disposal plant. E.S.B. 36771/68.

(195/68) Inquiry for hand tools E.S.B. 36950/68.

(197/68) Inquiry for steel. E.S.B. 37341/68.

(197/68) Import opportunity – fruit and fruit juices. E.S.B. 1209/G.

* * *

Greece

(196/68) Agency inquiry for drugs; pharmaceuticals. E.S.B. 32943/68.

Hong Kong

(194/68) Inquiry for chemicals; patent medicines; pharmaceuticals. E.S.B. 36908/68

(194/68) Inquiry for machine tools E.S.B. 36904/68.

Hong Kong/Thailand

(195/68) Agency inquiry for cellulose film. E.S.B. 36640/68.

At BTR Industries' Farington, Lancs., factory, an operator rubber lines the inside of an industrial tank. for proof against corrosion. BTR has just won an £80,000 order from Potasas de Navarra of Spain to line a five stage vacuum-cooled crystallizer system. The work which will be undertaken by a BTR Industries site team from the company's Rubber Linings and Sleeves Unit at Farington, Lancs., entails applying neoprene synthetic rubber linings, to combat corrosive attack, to a complex of 60ft. high crystallizers and 20ft. high barometric condensers. The five stage, vacuum-cooled crystallizing system will require over 30 tons of rubber. When completed, the vessels will be among the largest of their kind in Spain.

India

(193/68) Inquiry for electronic components. E.S.B 24356/67.

(194/68) Inquiry for nuclear research laboratory equipment. E.S.B. 36619/68.

Irish Republic

(193/68) Agency inquiry for audio-visual equipment. E.S.B. 33011/68.

(194/68) Agency inquiry for underwear. E.S.B. 36690/68.

(195/68) Agency inquiry for power cable; incinerators. E.S.B. 36712/68.

(197/68) Agency inquiry for capacitors. E.S.B. 37068/68.

Italy

(193/68) Agency inquiry for alcoholic beverages; engine room hand tools and instruments; foodstuffs E.S.B. 36433/68

(193/68) Agency inquiry for chamois; wallpaper E.S.B. 36406/68

(194/68) Agency inquiry for meters; precision tools. E.S.B. 36434/68.

(194/68) Agency inquiry for plastic and rubber industrial machinery. E.S.B. 34598/68.

(194/68) Agency inquiry for tea E.S.B. 36157/68.

(195/68) Agency inquiry for office machinery and equipment – further information. E.S.B. 25565/68

(196/68) Agency inquiry for furnishing fabrics E.S.B. 37010/68.

(197/68) Agency inquiry for heavy vehicle spare parts; tractors and spare parts. E.S.B. 37064/68.

(197/68) Agency inquiry for wools. E.S.B. 36938/68.

(194/68) Inquiry for equipment for meat processing plant; milk processing centre, refrigerated storage, slaughter house, sugar refinery. E.S.B. 36427/68.

(194/68) Inquiry for port handling equipment E.S.B. 36404/68

(195/68) Inquiry for computer and ancillary equipment hire. E.S.B. 36272/68.

(195/68) Inquiry for educational machines, apparatus and supplies. E.S.B. 35841/68

(195/68) Manufacture under licence – electrodes E.S.B. 36920/68.

(197/68) Inquiry for car air conditioning equipment: radios and radio components. E.S.B. 37248/68

(197/68) Inquiry for chemical equipment: paper machinery: sugar machinery; water pollution equipment. E.S.B. 36037/68.

(Continued on page 1013)

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† **For further details of the 'Export Service Bulletin' see page 1006.**

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AGENCY AND EXPORT OPPORTUNITIES, *continued*

Jamaica

(196/68) Agency inquiry for animal foods and medicines; Christmas tree decorations; farm equipment; greetings cards; health foods; gift wrapping paper; prophylactics; sprays; surgical ware. E.S.B. 36159/68.

(197/68) Agency inquiry for belts; haberdashery; lamps and lanterns and accessories; pencils; plastic sheeting; plastic table covers; suitings; towels; watch bands. E.S.B. 36204/68.

(195/68) Inquiry for disposable gloves and syringes; needles. E.S.B. 15150/68.

Japan

(196/68) Inquiry for interlinings; lining cloth. E.S.B. 37037/68.

(197/68) EXPO 70 (World Exhibition, Osaka, 1970). E.S.B. 1216/G.

Libya

(196/68) Agency inquiry for brilliantine; educational supplies and stationery; jerry cans; soap powder; socks; spices; suiting fabrics; underwear whisky. E.S.B, 37042/68.

(196/68) Agency inquiry for underwear. E.S.B. 35003/68.

(194/68) Inquiry for chinaware; clothing; foodstuffs; household goods; scotch whisky; toys. E.S.B. 28731/68.

(195/68) Inquiry for biscuits; china; cold storage room; cosmetics; deep-freeze units; foodstuffs; gin; glassware; household goods; whisky. E.S.B. 36603/68.

(197/68) Inquiry for concrete trade equipment; hand tools; plumbers supplies; sanitary ware; woodworking machinery. E.S.B. 27834/68.

Malaysia

(197/68) Agency inquiry for fire fighting equipment. E.S.B. 37018/68

(194/68) Inquiry for seat fitting mechanisms. E.S.B. 36190/68.

(197/68) Inquiry for steel bars. E.S.B. 37016/68.

Malta

(193/68) Agency inquiry for mattress pads. E.S.B. 35617/68.

Mexico

(196/68) Agency inquiry for electrical measuring equipment; transformers. E.S.B 25324/68.

Morocco

(193/68) Inquiry for ball bearings; driving chains; industrial belts and belting. E.S.B. 34384/68.

Netherlands

(197/68) Agency inquiry for calenders; chemicals; granulating, testing, vacuum, farming and regulation equipment; industrial mixers; machinery, equipment and raw materials for plastics industry; rubber mills. E.S.B. 36196/68.

Nigeria

(197/68) Inquiry for kraft paper. E.S.B. 37257/68.

Norway

(197/68) Inquiry for motor vehicle body components; welding equipment. E.S.B. 46039/67.

Pakistan

(197/68) Inquiry for chemical manufacturing plant. E.S.B. 25532/68.

South Africa, Republic of

(193/68) Agency inquiry for circuit breakers; silica gel and silica gel breathers; switchgear; switchgear manufacturing equipment; transformer maintenance equipment; transformer oil drying equipment. E.S.B 32394/68.

(195/68) Agency inquiry for aircraft navigataion communication equipment; marine diesel engnes. E.S.B. 36719/68.

(197/68) Inquiry for blast cleaning equipment. E.S.B. 37007/68.

Spain

(196/68) Inquiry for rails. E.S.B. 37249/68.

Sweden

(197/68) Agency inquiry for vehicle tow rope. E.S.B. 37208/68.

(197/68) Agency inquiry for motor-cycles. E.S.B. 36926/68.

Switzerland

(193/68) Agency inquiry for knit and wear test machine; wash and wear test machine. E.S.B. 36278/68.

(196/68) Agency inquiry for dresses, suits and two-pieces. E.S.B. 23241/68.

(195/68) Inquiry for milling machine cutters. E.S.B. 37005/68.

(196/68) Inquiry for domestic electrical appliances. E.S.B. 35804/68.

Syrian Arab Republic

(196/68) Inquiry for airport ground equipment. E.S.B. 36407/68.

Thailand

(193/68) Agency inquiry for leather tanning and dressing chemicals. E.S.B. 36194/68.

Trinidad/Tobago

(193/68) Agency inquiry for industrial gloves. E.S.B. 10387/68.

Uganda

(193/68) Inquiry for nail wire. E.S.B. 36715/68.

Uruguay

(196/68) Inquiry for film positives. E.S.B. 36756/68.

United Arab Republic (Egypt)

(198/68) Inquiry for echo sounders. E.S.B. 37478/68.

USSR

(194/68) Inquiry for office furniture and equipment. E.S.B. 34005/68.

(198/68) How to trade with. C.R.E. 1647/G.

United States of America

(194/68) Agency inquiry for underwater commercial and sports equipment. E.S.B. 36488/68.

(194/68) Inquiry for lamps E.S.B 36905/68

(198/68) Inquiry for paintings; prints; tapestries. E.S.B. 37476/68.

Zambia

(195/68) Inquiry for women's dresses and underwear. E.S.B. 36447/68.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Friday (Tel. 01-248 5757, Ext. 368 or Telex No 886143).

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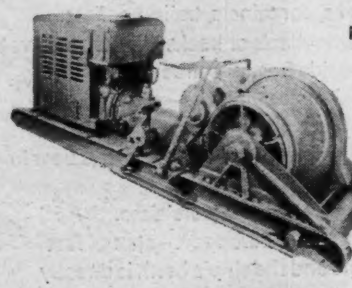

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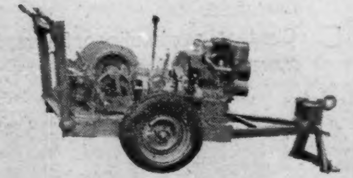
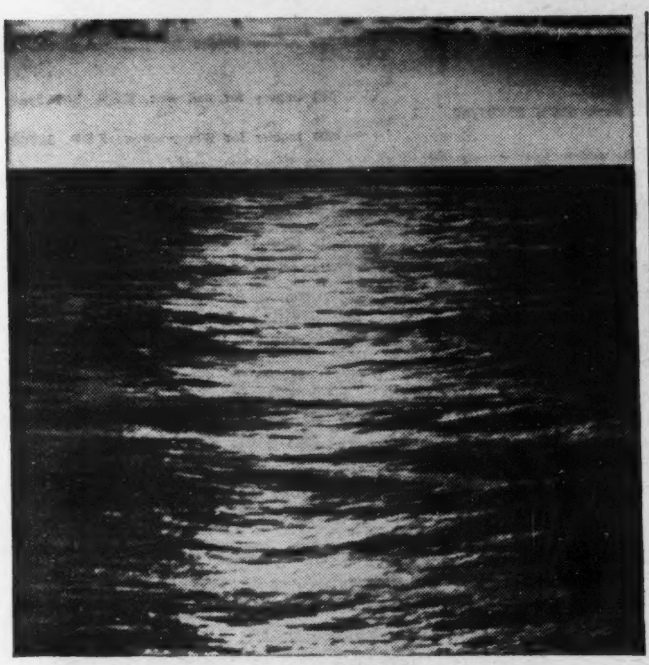


SPECIALISTS IN VEHICLE AND STATIC WINCHES
DARLINGTON ENGINEERING CO. (Gateshead) Ltd.
TEAM VALLEY ESTATE, CO. DURHAM



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THE BANK THAT BUILDS BUSINESS

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the September 13 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 955 of October 4 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Two market research tours planned

MR. MICHAEL T. KING, executive director of the newly formed British Hotel and Public Building Equipment Group (HOPBEG) is leaving for a tour of Singapore, Sydney, Melbourne, Canberra and Wellington to investigate the possibility of multi-commodity transactions and the possibilities of a replacement and supply service for hotel and institutional building projects.

On returning from the Far East and Antipodes, Mr. King then plans to leave in company with Mr. E. V. Whitcombe, deputy chairman of the group for a market research survey in Cyprus.

Both surveys are being assisted by the British National Export Council.

African tour

MR. DENIS STROUD, export sales manager of Santon Limited, Newport, Mon., manufacturers of electric water heating appliances and rotary switches, will be visiting Lisbon, Johannesburg, Lusaka, N'dola, Kampala and Nairobi in October and November. During his tour he will visit agents and customers in order to obtain first hand information on market conditions and potential for his company's latest products including a wide range of motor isolating switches which will be on display at the Electra '68 Exhibition Johannesburg from October 16 to 23.

Eastern Europe visit

OFF for just over a month in Eastern Europe is Mr. Derek Brooker of Pye Unicam's Exhibition Department. He is driving a van load of modular exhibition equipment via the Alps to three important exhibitions that could mean large orders for his company.

The first exhibition visited was the Plovdiv Trade Fair and this was followed by a scientific conference at Varna. The tour will be completed by Pye Unicam's participation in the British Industrial Exhibition at Bucharest which opens on October 17. At all of the exhibitions the company showed a selection of their chromatographs, pH meters, and spectrophotometers, together with their recently introduced automatic analytical system.

'Lonerover' export sales drive

SINCE ex-management consultancy sales executive Mr. Denis Hornsey first announced his intention to set off with his wife on a six to eight months' 'lonerover' export sales drive, covering 20,000 miles, a few weeks ago, he has already found that several British companies are interested in his attempt to boost exports.

Among these, which Mr. Hornsey says now number more than 10, are Planetron, the design engineering and consultancy group which specialize in technical publication, drawing office, and other engineering services to international industry, their associate company, Scorpion Road Construction, and Engineering Developments (Weybridge) Ltd., who have produced an adaptor tool which enables lathe and capstan operations to be carried out by unskilled labour with high production rates and accuracy.

Mr. Hornsey is visiting South Africa, Kenya, India, Singapore, Malaysia and the Seychelles/Mauritius area until April 30.

Export breakthrough by Aerialite

THE AERIALITE GROUP of Companies has recently been carrying out intensified export research into new potential markets in conjunction with the Board of Trade. As a first result of this, Mr. S. R. Rundle, executive director, recently visited Portugal, with the particular aim of introducing the company's aluminium cable. The visit took in major electric companies, telephone companies and wholesalers. Mr. Rundle lectured to electrical engineers, including company chiefs, wherever possible, and demonstrations of all methods of jointing aluminium cables were given by a technician accompanying him.

As a result of this visit, an initial order for aluminium service cable, specially designed for Portuguese use by Aerialite, has been placed by a Portuguese electrical supply company. This is the first time this particular cable has been used in the country, and Aerialite expects to supply this company's full requirements for this cable following the initial experimental order. Orders were also received for aluminium underground armoured cable from other organizations, including Servicio Municipalidos do Porto. In addition the company has been asked to quote for various other types of cable, including vehicle wiring harness cable, and for supplying cable trays, ships aerials and domestic heaters and dryers.

Mr. R. E. Bush, newly appointed Aerialite export sales manager will be leaving this month for Austria and Switzerland and will be following this with a trip to the Middle East as part of the Manchester Chamber of Commerce Middle East Trade mission early next year.

Export sales offensive

NAIRN INTERNATIONAL has launched an autumn sales offensive in 24 countries, in Africa, the Far East, Scandinavia and America, in an effort to increase their exports to established markets there. Executives will also be undertaking marketing surveys in these areas.

Mr. John B. Lawton, regional export manager, is making a prolonged tour of 10 countries in North, East and South Africa which will last for three months. Among the countries he will be visiting are Libya, Sudan, Kenya and Abyssinia.

Hong Kong, Japan and Malaysia and Formosa are among the countries which Mr. Cedric Rostron will be touring during his extensive trip. He is regional export manager for Australasia and the Far East. A third Nairn executive overseas is Mr. K. E. V. Crook, marketing manager, who is travelling to Canada and America on a fact finding mission.

Scandinavian regional manager, Mr. A. V. Crannigan, is visiting Norway, Sweden, Denmark and Finland. While he is in Stockholm, he will be checking progress on a 366,000 square feet flooring contract in the new Swedish telecommunications centre. He will also be there for British Week, where Nairn vinyl flooring and wallcovering is featured in the 'Ideal Home' showhouse.

Mr. T. D. Weatherhead (left), managing director of Hunting Surveys Ltd., of Boreham Wood, Herts., says 'bon voyage' to Mr. J. Leatherdale, one of three specialists from the company who are conducting a sales tour in South and Central America following a series of lectures which they are giving at a seminar in Buenos Aires during September and early October. Mr. Leatherdale, an expert in land survey and photogrammetric mapping by air survey techniques, is visiting Brazil, Colombia, Jamaica and Mexico; Mr. G. E. G. Sargent, head of the Marine Division of Hunting Geology and Geophysics Ltd., is touring Brazil, Ecuador and the Bahamas; and Mr. D. B. Morris, manager of airborne geophysics for the same company, is visiting Chile, Brazil, Paraguay, Peru and Venezuela.

Australasian tour

MR. MARK CANSICK of Mark Cansick and Company, London is undertaking an Australasian tour from October to December. Going by way of Mexico and Fiji he will then visit Auckland, Wellington and Christchurch in New Zealand. He will then take in the five State capitals of Australia, visiting on the way home Mauritius, Kenya and Ethiopia.

Sales drive tours

SEPTEMBER was a busy month for the sales executives of Z. Brierley Ltd., the Llandudno firm which specializes in twist drill grinding machines and machine tools. Visits were made to Australia, Japan, Singapore, India, Pakistan, several Middle Eastern countries, France, Germany and Denmark as part of an intensive overseas sales drive.

Mr. R. E. Spavold, sales director, recently spent several days in Germany with the firm's newly appointed distributor organization covering the whole of the Federal Republic of Germany. On his return from the Continent, he left on September 27 for Japan. He is a member of the trade mission to Japan, organized by the Coventry Chamber of Commerce in conjunction with the Machine Tools Trades' Association. The visit is timed to coincide with the International Machine Tool exhibition in Tokyo. At the end of the exhibition Mr. Spavold leaves on an extended trip visiting Australia, Singapore, India, Pakistan and several important Middle Eastern countries in order to contact established distributor organization and appoint new agents.

Sales executives Mr. P. J. Haesler and Mr. H. J. Webster have been visiting the Metal and Woodworking exhibition – ITEM 68 – in Copenhagen. They were supporting the newly appointed distributor organization covering all the Scandinavian countries. On his way to Copenhagen, Mr. Webster broke his journey to spend a few days in Paris assisting at an exhibition in which the French distributors are participating.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Insect control units

The first orders from Eastern Europe for Insect-O-Cutor flying insect control units have been received by Henry Simon Ltd., Stockport, through their agents Kiril Mischeff Ltd., London. The orders – totalling nine units – were placed by Polimex, the Polish State Buying Organization; six for a jam producing factory and three for a cheesemaking dairy. Further orders have been received from the Canning Trust in Budapest, Hungary.

Cold storage equipment

W. A. Taylor Ltd., thermal insulation specialists, have recently won two orders for overseas installations from Prestcold International. One is for a sectional cold room for the storage of pre-frozen fish by Seafoods Ltd., Gibraltar. The second is for a similar sectional cold room in Malawi for the storage of dairy produce by UNICEF.

Reporting the current export position, Mr. R. K. Carlisle, joint managing director said: '1968 looks like proving an excellent year, with rarely a week going by when our men are not in some overseas country installing our equipment.'

Follow-on order

Prompt commissioning of a diesel power station in Abu Dhabi early this year has helped to win a further export order, worth £¾ million, for the Ruston Engine Division of English Electric Diesels Limited. This follow-on order is for a complete 'Turnkey' station to supply urgently needed power for the rapidly growing city of Burami in the Trucial State of Abu Dhabi. The previous order, placed in November last year, stipulated that the station should be operational within six months. Within one month the engines were despatched from Lincoln and supplying power well within the stipulated time.

Computers to Germany

Honeywell have installed three more Series 200 computer systems in Germany. Manufactured at the company's Newhouse, Lanarkshire, factory, the computers are together worth well over £310,000. The largest of the three systems has been delivered to Otto Reichelt, a Berlin-based supermarket organization. It will be used for financial accounting, costing and price control, and will provide statistical information on sales at each of the firm's 150 branches. Another supermarket chain, Bartels and Langness, have installed a Honeywell 125 system to handle similar applications.

The third system, also a Model 125, has been shipped to Neuvians, Reuschel & Co., a small bank with 13 branches in the Munich area.

TV studio for Ethiopia

Pye TVT Ltd., a member of the Pye of Cambridge Group of Companies, has received £100,000 worth of orders from Africa. One order, from the Imperial Ethiopian Government Ministry of Education and Fine Art, is for a three-camera educational television studio. This is the second Ethiopian television studio to be equipped by Pye TVT.

An order has also been received for the supply of telecine and caption scanning equipment, pulse generators and picture monitors to be used in Libya's first national television network.

A further £1.3 million contract has also been awarded to the firm for the Chilean Police (Carabineros de Chile). Believed to provide one of the most modern police communications networks, the system incorporates a VHF system of base stations, mobiles, portables and receivers together with numerous antennae schemes for the local areas.

Computer equipment for Portugal

Transportes Aeroes Portuguese (TAP), the Portuguese national airline has placed a £250,000 order with Standard Telephones and Cables Limited of London for a computer controlled message handling system. The order follows another placed earlier this year by Pan American Airways for a similar system.

Wine firm attack North American market

Merrydown Sussex fruit wines are strengthening their foothold in the United States and Canada. An order for 760 cases of mixed fruit wines, including mead, has been shipped to Los Angeles by Merrydown Wine Co. Ltd., of Heathfield, Sussex. A total of 56 countries buy Merrydown fruit wines, which the firm has been producing commercially since 1946. Mr. Ian Howie, managing director, obtained orders in every city he visited during his tour earlier this year of the United States, Canada, the West Indies and South America.

German and USSR orders

The manufacturing services sales department of Davy and United Engineering Company Limited, Sheffield (a member of the Davy-Ashmore Group), has received orders worth over £250,000 covering the fabricating and machining of various units to be incorporated in an ore pelletizing plant for the USSR. Included in the figure is an order worth £90,000 received from Kühnle, Kopp and Kausch of the Federal Republic of Germany for radial and axial blower housing. All these orders have been gained in the face of intense competition. The complete ore pelletizing plant is being supplied by Ashmore, Benson, Pease & Company Limited (also a member of the Davy-Ashmore Group), under an overall engineering contract worth nearly £5 million.

Radiators for Yugoslavia

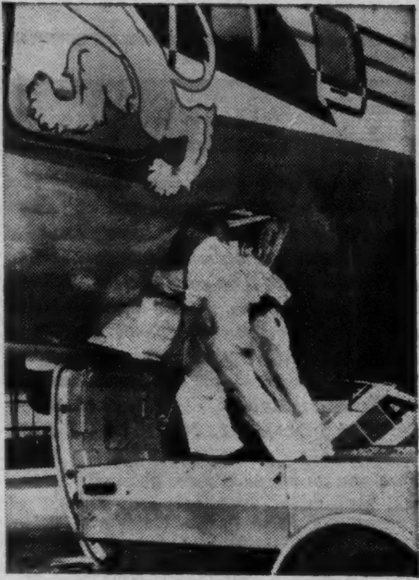
Heatstore Ltd. (Central Wagon Group), Wigan, have won a £90,000 export order from Yugoslavia, for radiators and fan heaters. The units will be marketed by a leading Belgrade Electrical Appliance manufacturer. Possible licensing agreements for the manufacture of Heatstore equipment in Yugoslavia are under review.

China buys fertilizers

ICI has won its largest ever fertilizer contract with China. From now until March next year, ICI's Agricultural Division will supply sulphate of ammonia and urea worth £1¼ million f.o.b.

The fertilizer will be supplied from ICI's Billingham factories on Teesside. It is the first time that ICI has sold urea to China. The order is one of the largest handled by ICI's new urea plant at Billingham which was built specifically for the export market. It came on stream two years ago and has an annual capacity of over 300,000 tons.

Last year, the Division supplied £1 million worth of fertilizer to China.



Part of a 9½-ton consignment of rock drill steels and grinders is loaded on board the first all-cargo Ethiopian Airways charter flight from the United Kingdom for despatch to Addis Ababa. The equipment was supplied by Holman Brothers Limited, Camborne, Cornwall, to the Ethiopian Imperial Highway Authority for use in road construction schemes. The 15-hour flight avoided a sea journey round the Cape followed by rail transit from Djibouti.

Australian gas plant contract

Davy-Ashmore Pty. Limited, the Australian associate company of The Power-Gas Corporation Limited (both members of the Davy-Ashmore Group), has been awarded a contract worth approximately £2¼ million to build a natural gas treatment plant at Gidgealpa in the Great Stony Desert in the north east part of South Australia. The contract has been secured against intense international competition.

The project has been commissioned by Delhi Australian Petroleum Limited and Santos Limited, the partnership which is developing a large natural gas deposit in the area. The plant is due to be completed in September 1969.

Stabilizers for Italian ferries

Five Italian vehicle ferries are to be fitted with Vosper Thornycroft stabilizer equipment. The £145,000 order, for five sets each of four fins was announced during a sales demonstration tour of Mediterranean ports by the Vosper Thornycroft yacht MY 'Astromar' for Hydraulic Power and Industrial & Marine Controls Division products.

The first sets of stabilizers for a new ferry now under construction and due to enter service next summer, are already being manufactured at the Portsmouth works of the Vosper Thornycroft Group, and will be delivered to Genoa in March.

The Vosper Thornycroft Group, a member of the David Brown Corporation Limited, has supplied over 350 ships of all kinds with stabilizers.

Telephone equipment for USSR

British telephone equipment is to be supplied to Russia under a contract awarded to Plessey Telecommunications Group, Beeston, Nottingham. Under the contract – placed by Mashpriborintorg of Moscow – the company will supply several hundred telephones, receivers, dials and quantities of spare parts worth £6,500.

$7 million United States order

Dowty Rotol has won an initial $7 million order from McDonnell Douglas Corporation of California, for nose landing gear on the 330-seater DC-10 Air Bus. This large landing gear will be produced at Dowty Rotol's Staverton factory, where it will provide employment through the next ten years.

Oil handling equipment for Belgium

British oil handling equipment has been installed in the new Texaco refinery at Ghent in Belgium supplied and erected by Woodfield Rochester, a member of the Charterhouse Group. The equipment was selected by Bechtel International, who have been responsible for the design of the refinery – which has an output of 100,000 barrels a day – and for supervising its construction.

Hydrogen plant for Poland

Petrocarbon Developments Limited of Manchester, have been awarded a £250,000 contract by Polimex of Poland, for an ammonia synthesis purge gas separation unit to be erected on the site of the new Polish fertilizer complex at Wocavek. This order is the tenth awarded to Petrocarbon for hydrogen recovery plant. Units are being supplied in the United Kingdom, Italy, Japan, and Mexico and will process chemical plant and refinery off-gases as well as ammonia synthesis purge gas.

Aircraft flooring for United States

An important United States export order has been won by Palmer Aero Products Limited, the aviation subsidiary of BTR Industries Limited, to supply $350,000 worth of Aerolam aircraft flooring to the Boeing Company for use in its medium-range 727 jet airliners. It is the second order of this size which Palmer have secured in America this year in a competitive and specialized market. Three months ago Boeing's Commercial Airplane Division placed a large dollar order for Palmer aircraft flooring for use on its Boeing 707 long-range jets.

Outdoor furniture for United States

Contracts in excess of $300,000 for 'elegant' outdoor furniture have been obtained by L. E. Gant Limited of Richmond, Surrey, from their United State distributor. These are orders for the 1969 season and shipments will be made between now and early January. Additional orders for subsequent shipments are now being negotiated. The contracts mean that the factories at Horsham, Sussex, will be able to produce for the first time at full capacity, summer furniture, right through the winter months.

It will also mean that the company is one of Britain's largest exporters of outdoor furniture shipping more than 25 per cent of its production to over 70 countries. Exports increased by 45 per cent during the past 12 months and it is now expected that they will increase by a further 60-70 per cent during the next 12 months.

Equipment for Sierra Leone

The Fraser & Chalmers Division of GEC (Process Engineering) Limited have recently received a £100,000 order for the supply of 288 5-turn Humphreys spirals and frames to be installed at the Marampa plant of Sierra Leone Development Company through their buying agents in the United Kingdom, William Baird Services Limited of London. This equipment represents an extension to the existing installation of 432 Humphreys spirals treating specular hematite at the mine.

BC buy transformers

English Electric have announced a further transformer contract from the British Columbia Hydro and Power Authority Canada, for installation in Vancouver. This brings the total value of recent orders from this customer to $750,000. The signing of the contract follows another order from British Columbia Hydro for two 290 MVA transmission transformers.

The work will be handled by English Electric Power Transformers Ltd. at Stafford which has also just taken a £110,000 order for two transformers for Tsing-Yi power station, Hong Kong.

Radar simulator for Netherlands

The Netherlands Government Purchasing Office acting on behalf of the Department of Civil Aviation – Rijksluchtvaartdienst – has placed a contract worth over £100,000 with the Digital Systems Department of Ferranti Ltd., Bracknell, Berkshire, to supply a radar simulator system for use by the Training School for approach and area radar controllers which is being established at Schiphol Airport, Amsterdam. The system will also be used to test and evaluate new operational procedures.

Language laboratories' five countries

Orders to the value of £73,000 were received recently by Cybernetic Developments Ltd., the subsidiary of APT Electronic Industries Ltd. Comprising 23 Cybervox language laboratories, the orders came from a variety of countries including Eire, Sweden, Hong Kong, Malta and the United States.

Repeat order from Venezuela

South Wales Switchgear Limited, has received a £15,700 repeat order from Serevios Electricos, Venezuela, for a 13.8 kV 250 MVA switchboard.

Norvic exports up by 118 per cent

Exports from the Norvic factories during the financial year ending June 30 showed an increase of 118 per cent. This follows an increase for the previous year of 70 per cent. New countries exported to include Japan, Sudan and Curacao.

'In all, Norvic shoes were sent to 71 countries, of which the biggest export market was the Soviet Union', said Mr. P. J. Haselton, director, Norvic Footwear Overseas.

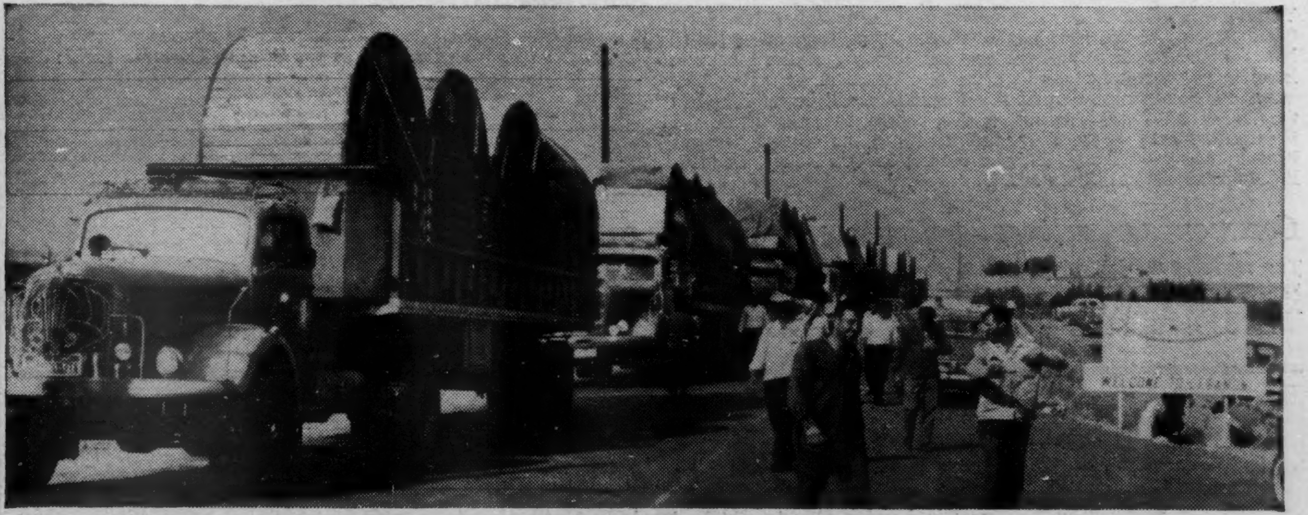
Land-Rover 'boom' year

With sales of Land-Rovers both at home and overseas already up by more than 24 per cent compared with the corresponding period last year, production at the Rover Company's main Solihull plant is being boosted to its highest level to meet a world-wide demand, the company announced recently. Already this year, Land-Rover exports, which represent 75 per cent of total production, are up by more than 21 per cent compared with the corresponding period of 1967.

Since the Land-Rover was introduced in 1948 over 600,000 have been produced for over 170 markets throughout the world, and currently the production lines are running at a rate of nearly 1,200 a week.

Japanese order

Birlec's associate and licensee in Japan, Nippon Furnace Kogyo Company, have been awarded an order for a Birlec continuous four-track pusher furnace for the annealing of ferritic blackheart malleable iron castings. This order, which is valued around £125,000, was won against international competition and is the third Birlec 'malleablizer' to be ordered by the giant Hitachi group of companies. The furnace will be made to the design of Birlec Ltd. of Aldridge and will be the same as a United Kingdom built furnace but to comply with Japanese mechanical and electrical standards.



33 kV cables, manufactured by the Supertension Cables Division of British Industrial Callender's Cables Ltd., for the National Electricity Administration of Iraq on the way from Beirut to Baghdad. Some 30,000 metres of 3 core copper conductor cable, together with accessories, are being supplied under an order valued at some £250,000.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

▶ *The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view,*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets,*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify,

EUROPEAN COMMUNITIES

Customs legislation in the EEC

THE *Journal Officiel des Communautés Européennes* No. L238 dated September 28, 1968 contains the text of Regulation (CEE) No. 1496/68 which defines the customs territory of the European Economic Community.

An unofficial translation of this Regulation will be published in the *Board of Trade Journal* in due course but meanwhile the French text may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common agricultural policy

THE TEXTS of the following Regulations which will affect trade in various agricultural sectors in the EEC have been published in the *Journal Officiel des Communauntés Européennes.*

The French texts of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-258 5757, Ext. 423).

SUGAR

Regulation (CEE) No. 1464/68 concerns tendering for the exportation of raw cane sugar (*Journal Officiel* No. L.232 dated September 21, 1968).

CEREALS

Regulation (CEE) No. 1497/68 extends the period of validity of **Regulation (CEE) No. 666/68** from September 30, 1968 to June 30, 1969. **Regulation (CEE) 666/68** modifies Article 6 and Annexes A and B of **Regulation 217/67/CEE** which concerns refunds on certain agricultural products (*Journal Officiel* No. L.238 dated September 28, 1968).

PROCESSED AGRICULTURAL PRODUCTS (CHOCOLATE CRUMB)

Regulation (CEE) 1498/68 extends the validity of **Regulation (CEE) No. 1114/68** from September 30, 1968 to December 31, 1968. **Regulation (CEE) No. 1114/68** modifies **Regulation No. 755/67/CEE** so far as it concerns the treatment to be afforded to chocolate crumb under the provisions of the basic regulation No. 160/66/CEE (*Journal Officiel* No. L.238 dated September 28, 1968).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 1469/68 modifies **Regulation 282/67/CEE** which concerns the methods of intervention in the oil seed sector; **Regulation 284/67/CEE** which concerns certain of the methods of application for export refunds for oil seeds and **Regulation (CEE) 911/68** which concerns aid for oil seeds (*Journal Officiel* No. L.239 dated September 28, 1968).

Regulation (CEE) No. 1470/68 concerns the sampling of oil seeds to establish the percentage content of oil, moisture and impurities (*Journal Officiel* No. L.239 dated September 28, 1968).

FRANCE

Import regulations for certain foodstuffs

THE FRENCH *Journal Officiel* of September 28 published a notice setting out the variable levies and maximum rates applicable from October 1, 1968, to certain foodstuffs under the following tariff headings: 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 29.04 35.05 and 38.12 (for the sake of brevity the descriptions are omitted but a condensed version can be seen in the *Board of Trade Journal* of August 11, 1967 (page 365)).

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext 423/408/288).

SPAIN

Customs tariff (1)

THE SPANISH *State Gazette* of September 26 announced new wording of the following headings of the Spanish Customs Tariff:

Tariff heading	New Wording
04-05	Birds' eggs and yolks, egg fresh, dried or otherwise preserved, sweetened or not.
41-10	Artificial or regenerated leather, based on undefiberized leather or leather fibre, in slabs or in sheets, including rolled.

Customs tariff (2)

THE SPANISH *State Gazette* of September 26 announced modifications to the Customs Tariff as follows:

(Continued on next page)

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

Tariff heading	Description	Definitive duty	Transitory duty
28-08 A	Sulphuric acid	15%	10·5%
39-02 N	Waste and scrap of:		
N 1	Methyl polymetacrylic waste	6 Ptas/Kg. (Commercial regime: GLOBAL)	1 Pta/Kg.
N 2	Other waste and scrap	6 Ptas/Kg. (Commercial regime: GLOBAL)	5·5 Ptas/Kg.
48-11 A	Borders, friezes and corners of paper for walls and ceiling decoration, in reels, with a maximum width of 5 cms	50% Specific minimum duty 0·60 Ptas per lineal metre	45%
B	Other	50% Specific minimum duty 4 Ptas per lineal metre	45%
82-05 B	Other (interchangeable tools):		
1	Of high carbon steel	40%	19%
2	Of speed cutting steels	35%	19%
3	Of other alloy steels	35%	19%
4	Of metallic carbides	40%	19%
5	Of precious or semi-precious stones (natural, synthetic or reconstructed) and abrasive materials	25%	9·5%
6	Of other materials	35%	19%

The following complementary Note No. 2 to Chapter 82 was established:—

'Regarding heading 82.05, "speed cutting steels" must be regarded as alloyed steels containing at least (with or without other alloy elements) the following three elements: wolfram (tungsten), molybdenum and vanadium, with a total weight content equal to or more than 7 per cent of these elements jointly considered, and more than 0·6 per cent of carbon.'

Legal Note No. 1 of Chapter 4 of the Spanish Customs Tariff is amended:—

'The expression "milk" means full cream or skimmed milk, babeurre (or whipped milk), whey (lactoserum), curded milk, "kefir", "yogourt" and other milks fermented by similar procedures.'

Customs tariff (3)

THE SPANISH *State Gazette* of September 26 announced the establishment of the following diminishing variable duties:

Tariff heading		Definitive duty	Transitory duty
28-46 A 2	Anhydrous borax		
	Until August 1, 1969	42%	34·5%
	From August 1, 1969	39%	32·5%
	From August 1, 1970	37%	30·5%
	From August 1, 1971	35%	28%

Minimum specific duties were established as follows:

Tariff heading	Description	Definitive duty	Transitory duty
85-08 B 2	Sparking plugs and glow plugs, and parts thereof	35% Specific minimum 8·75 Ptas per plug	28% Specific minimum 7 Ptas per plug

The suspension of the asterisk-note to sub-heading 84-18 D.I.d is also announced. Consequently, the reduced rate of duty of 1 per cent on 'continuous centrifuges with automatic loading and unloading ceases to apply.'

Inquiries about the above notices should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

YUGOSLAVIA

Agencies of foreign firms in Yugoslavia

THE BRITISH EMBASSY in Belgrade report the recent promulgation of Regulations on the Conditions Governing the Work of the Agencies of Foreign Firms in Yugoslavia.

The main points of the new Regulations are:

1. Foreign firms can establish offices in Yugoslavia provided that they have invested funds on a permanent basis in a Yugoslav enterprise for the purpose of trade; or if they have concluded contracts for business and technical co-operation with a Yugoslav production organization.
2. At least half of the personnel in the office must be Yugoslav citizens and all taxes, tariffs, social security contribution, etc., are payable according to Yugoslav Law.
3. Foreign firms can only be represented in Yugoslavia by legal entities and not by individuals.

A translation into English of the Regulations may be seen on application to Export Services Branch, Board of Trade, Room E.57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext 466 and 467).

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ALGERIA

Societe Nationale d'Etudes, de Gestion, de Realisations et d'Exploitation Industrielles

THE ALGERIAN *Journal Officiel* of August 2 announced that the State Bureau d'Etudes et de Réalisations Industrielles, BERI, had been dissolved and replaced by the Société Nationale d'Etudes, de Gestion, de Réalisations et d'Exploitation Industrielles, SNERI.

BERI was established to carry out industrialization projects approved by the State (i.e. arranging technical and feasibility studies, placing contracts for equipment and initially running new enterprises); SNERI takes over these functions but, in addition, may now operate in both the public and private sectors. Its address is 50 rue Khelifa Boukhalfa, Algiers, and its telephone number 65 87 02-08. Any correspondence should be in the French language.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).

JORDAN

Customs changes for road vehicles

ON SEPTEMBER 17 the Jordanian Minister of National Economy announced the following ruling issued by the Council of Ministers:

(1) The basis of importation and prohibition of passenger cars and goods transport vehicles should be governed by an Amendment to the Import Regulations No. 28 of 1968 (i.e. instead of the Defence Orders that formerly dealt with these matters).

(2) The Import Regulations should be amended so that:—

- (a) The ban imposed on the import of diesel-operated passenger cars whether new or secondhand shall continue.
- (b) The import of goods transport vehicles provided they are new and diesel-operated shall be allowed subject to an increased customs duty rate levied on a weight basis.
- (c) The ban imposed on the import of secondhand goods transport vehicles whether petrol-or diesel-operated shall continue.
- (d) The ban imposed on the import of heavy duty diesel-operated trailers and semi-trailers shall continue. Customs duty rates shall be levied on a weight basis on lighter types.
- (e) The import of secondhand passenger petrol vehicles whether for private or commercial purposes shall be allowed subject to an increased customs duty levy on weight.
- (f) The import of secondhand spare parts shall be allowed subject to an increased rate of customs duty.

(3) The customs tariff on diesel-operated vehicles should be increased and levied on a weight basis.

This ruling came into effect as from September 17, 1968. Official Gazette No. 2124 of September carried the relevant customs duty amendments referred to above.

Details of rates of duty are available from Traiff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 248 5757, Ext. 420 or 475).

SAUDI ARABIA

Boycott of South Africa

THE FOLLOWING is an extract from a translation of the Saudi Arabian *Official Gazette* of September 20, 1968:

'His Majesty the Prime Minister has approved the boycott of the Government of South Africa in accordance with the resolution of the General Assembly of the United Nations.'

The local Customs, Banks and Chambers of Commerce have received instructions to implement this boycott.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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Mr. J. Kistler (left), vice-president of Montgomery Ward and Co. Inc., of the United States, presents the Montgomery Award of America for Quality Excellence to Mr. R. D. Dobbs, a senior executive of H. and R. Johnson-Richards Tiles Ltd., of Stoke-on-Trent, at a recent ceremony. Manufacturers of ceramic glazed tiles, the company, who have factories on five continents, export 45 per cent of their United Kingdom production. Exports to the United States in the first six months of 1968 totalled over 2,600,000 dollars, an increase of 200 per cent over the same period last year. The importance of the Montgomery Award is the fact that 31 per cent of Montgomery Ward company business is placed with the holders of this award.

ZAMBIA

Air freight to Zambia

A NOTICE published in the *Board of Trade Journal* of April 5, 1968, page 1123, set out the advantages of using air freight to Zambia, in view of the many difficulties on Zambia's surface routes. These factors still apply. A *Board of Trade Journal* notice published on July 12, 1968, pages 139 and 140, gave details of an additional list of goods, imports of which are now compulsorily routed either via Dar-es-Salaam or by air freight. The bulk of this list comprised electrical equipment which is not suitable to be transported under existing conditions by road from Dar-es-Salaam to Zambia. An air freight service is operated from Dar-es-Salaam to Zambia (see *Board of Trade Journal* of July 5, 1968, page 61), but considerable time can be saved by using the direct air services provided by BOAC and BUA, each of which operate between London and Lusaka. Exporters whose goods will make up a complete aircraft load might find it more economic to charter a complete aircraft.

Further information on air freight facilities on this route may be obtained from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext 2226).

TANZANIA

Customs tariff amendment

GOVERNMENT NOTICE No. 339 published in the United Republic of Tanzania *Official Gazette* of September 13, announces, with effect from that date, the Customs Tariff (Imposition of Suspended Duty) (Tubes and Pipes) Order, 1968.

Under this Order the suspended duty of 15 per cent in respect of tubes and pipes of iron and steel in item 73.18 in the Second Schedule to the Customs Tariff Act, 1968, is hereby imposed.

Note:

The effect of this amendment is to bring the duty on item 73.18 to 15 per cent *ad valorem*.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

Import licensing regulation

GOVERNMENT NOTICE No. 322 (Open General Licence (Amendment) Notice, 1968) published in the United Republic of Tanzania *Official Gazette* of August 31, cancels and replaces, with effect from August 20, the Scedule of Goods as shown in General Notice No, 1619, published in the *Board of Trade Journal* of September 13 (page 742). Details of this new Schedule are as follows:

BTN No.	Description of Goods
22.05 A	Wine of fresh grapes, still wines and grape must, in bottle or otherwise.
22.05 B	Champagne and other sparkling wine.
22.06	Vermouth and other wines of fresh grapes flavoured with aromatic extracts, in bottle or otherwise.
22.07	Other fermented beverages (for example, cider, perry and mead).
22.09 A	Spirits, for example, brandy, vodka, whisky, rum, gin, geneva and concentrates of such spirits (excluding spirits listed in BTN 22.08).
22.09 B	Liqueurs and other spirituous beverages and concentrated extracts.
61.02 A	Khangas and the like (not including saris) made of cotton, man-made fibres, silk and other fibres.
73.38 D	Buckets made of iron or steel (excluding enamelled or sanitary buckets).
76.08 B	Louvre windows and components of aluminium.

All applications to import the above mentioned goods should be submitted to the State Corporation, P.O. Box 883, Dar es Salaam, and not to the Imports Controller.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

REPUBLIC OF SOUTH AFRICA

Customs and Excise Amendment Act, 1968

A COPY OF the South African Customs and Excise Amendment Act, 1968, which makes various amendments to the Customs and Excise Act, 1964, has now been received.

The Act consists of 23 Sections, most of which contain material of a technical or purely legal nature. The main points of the Act are as follows:

Invoicing particulars: The requirements have been set out in more detail in the Act and incorporate much of what was originally in the regulations, but there has been no change in the overall requirements.

Identification of goods: The Act provides for the allocation by every exporter or manufacturer of a distinctive and permanent identification number, code, description character or other mark of identification for all goods of a class or kind to be specified in future regulations.

Arbitrary assessment of home and export prices: The Secretary may, subject to an appeal to the Minister, determine the f.o.b. price, domestic value, origin, date of purchase or any of the other details needed if the full required particulars are not given in the prescribed invoice or certificate. Alternatively the Secretary may determine the f.o.b. price if any change in the particulars declared in any prescribed invoice or certificate relating to any imported goods which occurs after the date of issue of any such invoice or certificate, is not forthwith reported by the importer.

Retroactive duties: If an offence, which renders any imported goods liable to forfeiture, is detected after the goods have been released to the importer and if they cannot readily be found, the importer will be liable for any unpaid duty and an amount not exceeding the value of the goods.

Agents responsible for principals: An agent (including a representative or associate of the principal) representing or acting for or on behalf of any exporter, manufacturer, supplier, shipper or other principal outside the Republic who exports goods to the Republic, shall be liable, in respect of any goods ordered through him or obtained by an importer by means of his services, for the fulfilment of all obligations imposed upon such exporter, etc., by this Act, and to any penalties or forfeitures which may be incurred by the exporter under this Act.

(Continued on next page)

Registration of agents: Every agent (including a representative or associate of the principal) specified in future regulations will need to register himself with the Secretary and furnish such security as the Secretary may from time to time require for the due observance of the provisions of this Act. The Secretary may accept security from any association of such agents approved by him which undertakes to give security on behalf of its members.

Inquiries quoting reference CRE 12831/G5, should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

SINGAPORE

Removal of import control

THE SINGAPORE GOVERNMENT *Gazette* dated September 20, 1968, publishes the Prohibition of Imports (General Licence) (Amendment No. 14) Notification, 1968, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by deleting the following item:

88. Razor blades, safety.

The effect of this amendment is that a specific licence is no longer required for the above-mentioned item.

Customs duties amendments

THE SINGAPORE GOVERNMENT *Gazette* dated August 30, 1968, publishes the Customs Duties (Amendment No. 2) Order, 1968, which amends the Schedule to the Customs Duties Order, 1968, by adding the following new items:

Code	Description	Unit of quantity	Customs Duty		
			Full	Preferential	Excise
Group071	Coffee extracts, coffee essence and coffee substitutes containing coffee:				
071 300-1	Instant coffee . . .	lb.	$2.00	$2.00	Nil
071 300-9	Other.	lb.	Nil	Nil	Nil
673 110	Wire rods of iron or steel except high carbon or alloy steel	Ton	$70	$70	Nil
673 510-3	Slotted angles of iron or steel except high carnob or alloy steel	Ton	15 cts per lin. ft.	15 cts per lin. ft.	Nil lin. ft.
	Air-conditioning machines, self-contained, comprising a motordriven fan and elements for changing the temperature and humidity of the air:				
719 121	Of ½ h.p. or less . . .	Number	40% or $250	20% or $125	Nil
719 122	Of ¾ h.p.	Number	40% or $250	20% or $125	Nil
719 123	Of 1 h.p.	Number	40% or $250	20% or $125	Nil
719 124	Over 1 h.p. but not over 2 h.p. .	Number	40% or $250	20% or $125	Nil
719 125-1	Over 2 h.p. but not over 3 h.p. .	Number	40% or $250	20% or $125	Nil
719 125-1	Over 3 h.p. but not over 10 h.p. .	Number	Nil	Nil	Nil
719 128	Parts and accessories designed solely or principally for use in air-conditioning machines falling within codes 719 121, 719 122, 719 123, 719 124 and 719 125-1, except the compressor units . . .	Value	25%	25%	Nil

Hints to businessmen visiting Bulgaria and Pakistan

REVISED EDITIONS of the booklets on Bulgaria and Pakistan have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any regional office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

MALAYSIA

Import control

THE MALAYSIAN GOVERNMENT *Gazette* dated September 19, 1968, publishes the Customs (Prohibition of Imports) (Federation) (Amendment) (No. 17) Order, 1968, which amends the Second Schedule to the Customs (Prohibition of Imports) (Federation) Order, 1968, by adding the following items:

Tariff Code No.	Description of goods	Country
	Bars and rods, including wire rods, of iron or steel and hollow mining drill steel:	
673 210-1	of iron or steel, except high carbon or alloy steel, flat .	All countries
673 210-2	of iron or steel, except high carbon or alloy steel, round .	All countries
673 210-3	of iron or steel, except high carbon or alloy steel, other than flat or round	All countries
673 220	of high carbon steel	All countries
673 230	of alloy steel	All countries
	Iron or steel wire, cold drawn, whether or not coated or covered, but not insulated:	
677 010-1	Not of high carbon or alloy steel, not exceeding 3.25 mm. .	All countries
677 010-2	not of high carbon or alloy steel, exceeding 3.25 mm. but not exceeding 6.5 mm.	All countries
677 010-3	not of high carbon or alloy steel, exceeding 6.5 mm. but not exceeding 9.75 mm.	All countries
677 010-4	not of high carbon or alloy steel, exceeding 9.75 mm. but not exceeding 13 mm.	All countries
677 020	of high carbon steel	All countries
677 030	of alloy steel	All countries
679 109	Articles of cast iron not elsewhere specified or included .	All countries
679 200	Articles of cast steel not elsewhere specified or included .	All countries
679 300	Forged articles of steel, including drop forgings . . .	All countries
715 210	Converters, ladles, ingot moulds and casting machines of a kind used in metallurgy and in metal foundries . .	All countries
729 920	Industrial and laboratory electric furnaces and ovens, electric induction and dialectric heating equipment. . . .	All countries

This means that the importation of these goods from any country into the States of Malaya is subject to special licensing.

NEW ZEALAND

Customs tariff inquiry

FOLLOWING THE receipt by the Minister of Industries and Commerce in New Zealand of a report from the New Zealand Emergency Protection Authority, the importation of blanks of stainless steel or brass for making spoons, forks, butter knives and fish-eaters, has been temporarily restricted.

The Ministry of Industries and Commerce has referred to the New Zealand Tariff and Development Board for inquiry and report the question whether any new or increased duty is necessary in respect of the goods concerned.

The goods in question are classified in the tariff item shown below:

Tariff Item	Description	Rates of Duty		
		British Preferential	M.F.N.	General
Ex. 82.14.01	Blanks of stainless steel or brass for making spoons, forks and butter-knives	Free	10%	10%
Ex. 82.14.09	Blanks of stainless steel or brass for making fish-eaters . . .	22½%	47½% Australia 27½%	60%

The public inquiry will take place in Wellington on November 19, 1968, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. P. A. T. Abrahams, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than November 5, 1968. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext 468). Each statement of evidence will, in general, need to be presented under oath at the public inquiry by the person tendering it.

(Continued on next page)

What do you tip a luggage porter in Wagga Wagga?*

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British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

The United Kingdom Cutlery and Silverware Manufacturers' Association have been informed, and it is suggested that any British firm wishing to give evidence might get in touch with them. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 24079/9.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

Imports of dairy products

BY PROCLAMATION dated September 24, 1968 the President has announced changes in the arrangements relating to the import of various cheese and cheese products into the United States. Included in the new arrangements are quotas for cheese and substitutes for cheese provided for in items 117.75 and 117.85, part 4C schedule 1 of the Tariff Schedules of the United States and the following new items has been established:

> '950.10C: Cheeses and substitutes for cheese provided for in items 117.75 and 117.85, part 4C, schedule 1 (except cheese not containing cow's milk, whey cheese, and except articles within the scope of other import quotas provided for in this part); all the foregoing, if shipped otherwise than in pursuance to a purchase, or if having a purchase price under 47 cents per pound (see headnote 3(a) (iii) of this part)'.

The following quotas have been allocated to the United Kingdom under item 950.10C:

For the 12-month period ending December 31, 1968 . .	the quantity entered on or before the date of the proclamation, plus 82,000 pounds
For each subsequent 12-month period	274,000 pounds

Headnote 3(a) of the Tariff Schedules has been amended to include the following:

> '(iii) For the purpose of items 950.10A, 950.10B, and 950.10C of this part, the purchase price shall be determined by the District Director of Customs on the basis of the aggregate price received by the exporter, including all expenses incident to placing the merchandise in condition, packed ready for shipment to the United States, but excluding transportation, insurance, duty and other charges incident to bringing the merchandise from the place of shipment from the country of exportation to the place of delivery in the United States.'

The quotas established by the proclamation are applicable pending the outcome of an investigation by the Tariff Commission into the effect of imports on the United States price support programme for milk and butterfat.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

UNITED STATES

Motor vehicle safety standards

Standard 205 – Glazing Materials (Passenger cars, Multipurpose Passenger vehicles, Motorcycles, Trucks and Buses)

THE UNITED STATES Federal Highway Administration has announced the following amendments relating to glazing requirements:

(i) to allow the use of AS2 or AS3 laminated glass in forward facing windows of campers if the glass is able to meet the required penetration resistance test;

(ii) to provide in paragraph S3.2 that exposed edges meet SAE Recommended Practice J 673a of August 1967;

(iii) to allow the permanent marking of safety glazing materials with the symbol 'DOT' and an approved two digit manufacturer's code number as an alternative method of certification required under the 1966 vehicle safety Act. (Prime glazing material manufacturers may apply for an approved manufacturer's code number assignment to the National Highway Safety Bureau.)

The Federal Highway Administration has also given notice of proposed rule-making that with certain exceptions, forward facing windows (other than windshields) and partitions in front of designated seating positions shall be of laminated safety glass meeting the penetration resistance test No. 26 of ASA Standard Z26.1 – 1966. In addition, paragraph S3.2 of the glazing standard will be changed to extend its application to all applicable motor vehicles instead of only campers and paragraph S3.3 will be rephrased to clarify the requirements for window edges in school buses.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, SW1 (Tel. 01-222 7877, Ext. 3365).

Exemptions from motor vehicle safety standards

THE *Board of Trade Journal* of June 14 gave notice of interim procedures for granting temporary exemptions from United States Federal motor vehicle safety standards to limited production motor vehicles, pending adoption of permanent procedures. The Federal Highway Administration has now announced final procedures and details may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

National Commission on Product Safety

THE *Board of Trade Journal* of August 16 gave details of categories of household products to be considered by the United States National Commission on Product Safety. The Commission is to hold public hearings at the United States Customs Court, 1 Federal Plaza, New York, beginning October 21, to deal with the following questions:

(i) Identity of categories of products which may present unreasonable risk to the health and safety of the consuming public.

(ii) Nature and adequacy of existing methods used by industry to protect the consuming public and the protection afforded under existing United States laws.

Interested persons are invited to attend and participate by the submission of written statements, which should reach the Commission at 1016 16th Street NW, Washington, DC 20036, by October 14.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

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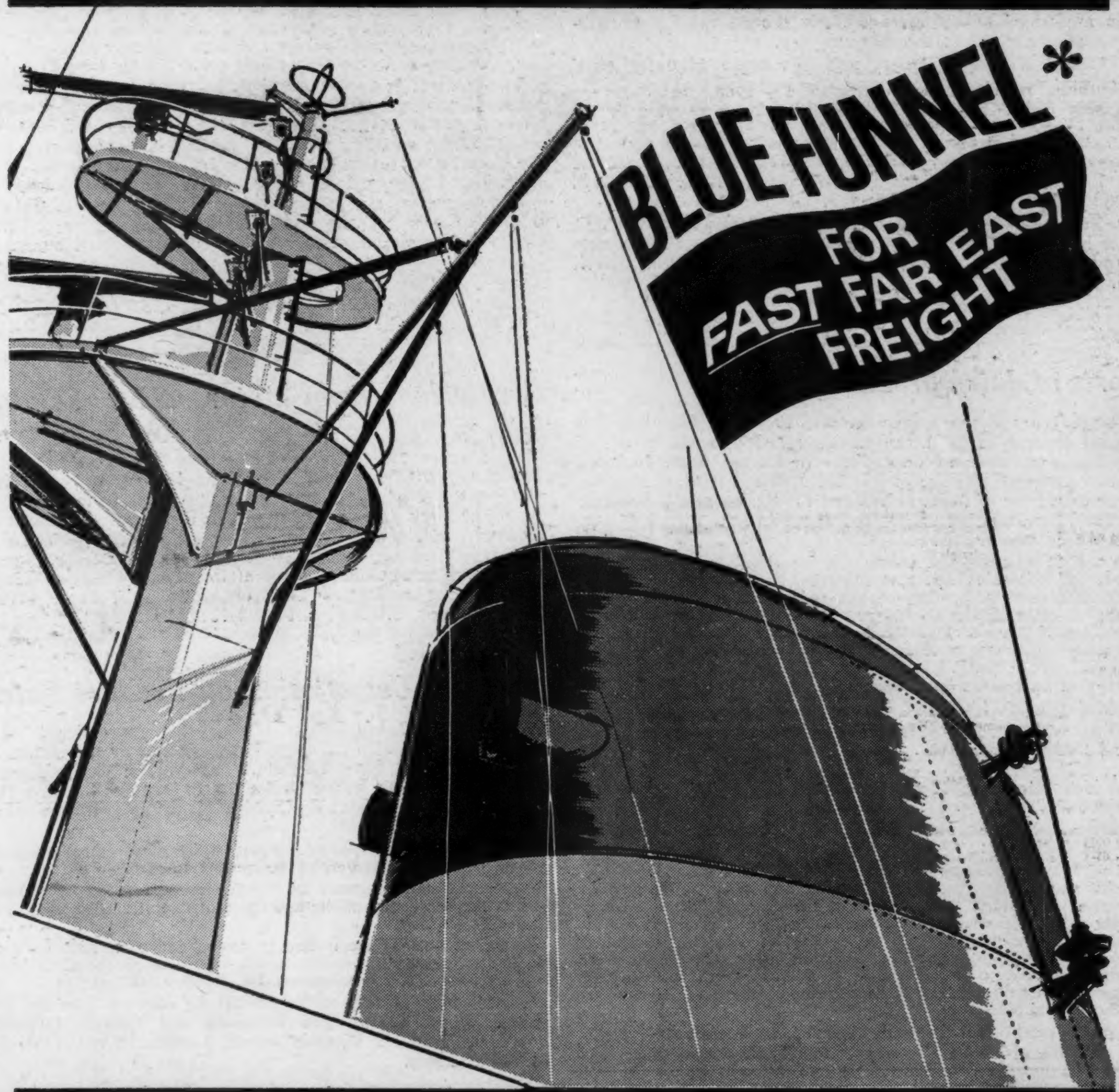
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VENEZUELA

Import licensing restrictions and customs tariff amendments

HM EMBASSY at Caracas reports that Venezuelan Government resolutions published on September 17, 1968, introduce import licensing restrictions or increased duties on a number of plastic items. Details are as follows:

Tariff No.	Description	Duty, Bolivares per kilo gross	
		Previous rate	Current rate
533.03.06	Prepared mastics:		
533.03.06-1	Based on artificial plastics	0·50	4·00
533.03.06-2	Based on linseed oil	0·50	Deleted
533.03.06-9	Other (4)	0·05	0·50
599.01.03	Unwoven plastic material (excluding synthetic textile fibres and fabrics made from them).	New heading	15·00
599.01.03.1	Up to 300 grammes per square metre	8·00	Deleted
599.01.03.-2	Over 300 grammes per square metre	4·00	Deleted
599.01.03.-4	Unvulcanized elastic-plastics, over 1 mm thick	6·00	Deleted
599.01.04	Other synthetic plastic materials and artificial resins, in any form, not manufactured:		
599.01.04-1	Not containing plasticizers, fillers, nor colouring materials (4):		
	A. Liquids or pastes, including emulsions, dispersions and solutions	New heading	0·05
	B. Powders, clots, flakes, non-coherent masses, granules, lumps, waste and manufacturing residues	New heading	0·05
	C. Cellulose derivatives, n.e.s., and mono- and poly-amidic derivatives	New heading	0·001
599.01.04-2	Containing plasticizers, fillers, or colouring materials (4):		
	A. Liquids or pastes, including emulsions, dispersions and solutions	New heading	0·05
	B. Powders, clots, flakes, non-coherent masses, granules, lumps, waste and manufacturing residues	New heading	0·05
	C. Cellulose derivatives, n.e.s. and mono- and poly-amidic derivatives	New heading	0·001
599.01.04-3	Ion interchangers	New heading	0·001
599.01.04-4	Carboxymethyl cellulose	New heading	1·00
599.01.04-5	Tubes, not threaded or milled, bars, rods, sections, plates, sheets, strips, bands and the like, whether or not rigid	New heading	20·00
599.01.05	Monofilaments, with a cross-section of over 1 mm.	New heading	1.00
612.03.03-2	Outer or inner soles, of artificial plastic material	6·00	32·00
655.04.02-8	Oilcloth, not manufactured into articles:	New heading	10·00
	A. Weighing up to 500 grammes	2·00	Deleted
	B. Weighing up to 750 grammes	1·90	Deleted
	C. Weighing up to 1 kilo	1·80	Deleted
	D. Weighing over 1 kilo	1.70	Deleted
812.02.02D	Other plumbers' fittings, of plastic	New heading	2·00
812.04.01-1	Fabric lampshades	4·00	40·00
831.01.02-14	Travel goods, isothermic	0·10	8·00
861.03.02-1	Syringes:		
	A. Of plastic materials (4)	2·00	2·00
	B. Other	2·00	2·00
899.04.02	Artificial flowers, foliage and fruit, and parts of the same, (except glass, metal or ceramic); articles made of artificial flowers, foliage or fruit	16·00	20·00
899.05.01	Plastic buttons (4)	12·00	40·00
899.07	Table and other household (including hotel and restaurant) or decorative articles of plastic:		
899.07.01	Kitchenware and tableware, of plastic	1·20	75·00
899.07.02	Tablecloths, curtains, covers, shoe bags, and other similar products	10·00	20·00
899.07.03	Ashtrays, soap dishes, coat-hooks, household ornaments and other articles n.e.s. for domestic use:	New heading	20·00
899.07.03-1	Leather or hide imitations	8·00	Deleted
899.07.03.2	Household ornaments	6·00	Deleted
899.07.03-9	Unspecified	1·20	Deleted
899.08.09	Spare parts and accessories, n.e.s.		
	A. Of plastic (4)	New heading	0·05
	B. Other	New heading	0·05
899.11.01	Bags, packets, bottles, and other containers of cellophane or plastic:	New heading	20·00
899.11.01-1	Boxes or cases:		
	A. Lined	100·00	Deleted
	B. Not lined	1·20	Deleted
899.11.01-2	Containers for holding greasy products, for packing Venezuelan products	Free	Deleted
899.11.01.3	Of Cellophane paper	2·00	Deleted
899.11.01.4	Cigar or cigarette cases or boxes, with advertisements	24·00	Deleted
899.11.01-5	Of celluloid	4·00	Deleted
899.11.01-9	Unspecified	1·20	Deleted
899.11.02	Seals or covers, tops and stoppers, for sealing or stopping bottles, flasks, etc.	New heading	20·00
899.11.02-1	Threaded	0·24	Deleted
899.11.02-2	Unspecified	1.20	Deleted
899.11.02-3	Guaranty stoppers, of plastic, whether or not containing parts of other materials	1·50	Deleted
899.11.03	Plastic mesh, furniture fittings, and other plastic articles, n.e.s.:		
899.11.03-1	Knitting needles, thimbles, crochet hooks and bodkins (4)	New heading	0·001

(Continued on next page)

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VENEZUELA, *continued*

Tariff No.	Description	Duty, Bolivares per kilo gross	
		Previous rate	Current rate
899.11.03-2	Bands, tapes, strips, ribbons, and fabrics made from monofilaments over 1 mm in cross-section	New heading	40·00
899.11.03-3	Floor tiles	New heading	10·00
899.11.03-4	Threaded or milled tubes, joints and other accessories	New heading	20·00
899.11.03-19	Other (including parts of base metals coated with precious metals)	1·20	25·00
899.13.03	Toothbrushes (4) (Not previously subject to licence)	0·20	0·20
899.15.05	Dolls:		
899.15.05-1	Dolls' dresses	New heading	50·00
899.15.05.-2	Dolls of all kinds	New heading	12·00
899.15.05-3	Parts and components	New heading	20·00
899.15.06	Carnival articles, artificial Christmas trees, and their decorations, nativity scenes, other than electric, conjurors' equipment and tricks:		
899.15.06-1	Disguises and masks	New heading	100·00
899.15.06-2	Confetti, streamers and paper hats for dances; conjurors, equipment and tricks	New heading	2·00
899.15.06-9	Other	2·00	20·00
899.15.09	Games and toys, n.e.s.:		
899.15.09-1	Of textile materials, rubber, plastic (other than clockwork or with any kind of motor)	New heading	12·00
899.15.09-2	Dolls' furinture, including toy kitchenware-	New heading	12·00
899.15.09-9	Other	0·40	0·40
899.99.02	Vacuum bottles, flasks and other containers, complete; spare parts, except inners, of glass:	0·40	Deleted
899.99.02-1	With plastic cases	New heading	20·00
899.99.02-2	Other	New heading	0·40
899.99.02-9	Parts and accessories, n.e.s.:		
	A. Plastic	New heading	20·00
	B. Other	New heading	0·40
899.99.08-4	Combs, other than of aluminium, or plated with precious metals	10·00	20·00
899.99.13-2	Lifebelts, n.e.s.:		
	A. Plastic (4) (Not previously subject to licence)	Free	Free
	B. Other	Free	Free

4) Prior import licence required from Ministry of Development.

The resolutions came into effect on September 18, 1968 in respect of import licences, except for items covered by shipping or Consular documents endorsed on or before this date.

RESOLUTION published on September 16, 1968, provides for increased duties on handbags as follows:

Tariff No.	Description	Duty, Bolivares, per kilo gross	
		Previous rate	Current rate
831.02.01-2	Ladies' purses and handbags, leather	24.00	Deleted
831.02.02-2	Ladies' purses and handbags, textile	24.00	Deleted
831.02.03-2	Ladies' purses and handbags, plastic	24.00	Deleted
831.02.04-2	Ladies' purses and handbags, other	24.00	Deleted
831.02.05	Ladies' and girls' handbags and purses, other than of basket-work	New heading	100·00
899.12.01	Ladies' and girls' handbags and purses of basketwork	24·00	32·00

The Resolution came into effect on September 26, 1968.

The duty on charcoal (tariff heading 241-02-00) was increased to 2.00 Bs. per kilo gross as from September 24, 1968.

Import licensing restrictions have been imposed on the following item with effect from September 19, 1968:

Tariff No.	Description	Duty in Bolivares per kilo gros
899-13-04	Wire brushes of all kinds (4)	0·001

(4) Prior import licence required from Ministry of Development.

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ECUADOR

Changes in customs tariff

HM EMBASSY in Quito has reported the following changes in the customs tariff:

(1) Duty on delivery vans of a pay load not exceeding ¾-ton, included under tariff no. 890-e-1A, has been increased from 20 per cent *ad valorem* plus 10 sucres per kilo to 20 per cent *ad valorem* plus 20 sucres per kilo;

(2) A new tariff item, no. 890-e-1B, has been created to cover three-wheeled vehicles of the above specification and will carry a duty of 20 per cent *ad valorem* plus 10 sucres per kilo;

(3) The heading 'other' retains the existing duty, but the tariff item number becomes 890-e-1C.

CHILE

Permitted import list

THE FOLLOWING changes were made recently to the Chilean Permitted Import List:

Page	Item No.		Percentage of prior deposit
20	23.03	Sugar cane bagasse	10,000
131		Insert new heading:	
	76.16	Other articles made of aluminium: Twisted or wound materials for making packages, with a base of aluminium sheeting and a core of asbestos with graphite or other lubricant	20
132	78.06	Insert new sub-heading: Twisted or wound material for making packages, with a base of lead sheeting and a core of asbestos or other lubricant	20
148	84.18	Insert new sub-heading: Air filters, precipitators and de-contaminators in general and pieces and parts thereof; except metal structures, ducts, supports and coverings; for retaining soot, dust, ashes and other particles in suspension which contaminate the atmosphere	50
163	84.49	Tools and machine tools, pneumatic or with motor incorporated (not electric) for use in the hand.	0
200	Ch. 92	General headings: In the first sub-heading alter '16 in.' in both places to read '12 in.'	50

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 955 of October 4 issue.)

GUYANA

Customs tariff

THE PROVISO to Part I of the First Schedule to the Guyana Customs Ordinance (under which the Comptroller may allow the entry of certain items at special rates and subject to certain conditions) has been further amended by the addition of the following new item:

Article	Rate of Import Duty	
	Preferential	General
24 Leather cloth, waterproof canvas, mill board, straw board and cardboard, for use in the manufacture of travel goods, provided the Comptroller is satisfied that they will be used solely for that purpose	10%	20%

Exemption from import duty

PART III OF the First Schedule to the Guyana Customs Ordinance (Table of Exemptions from Import Duty) has been further amended by the addition of the following new paragraph to item 27 therein:

'18. (a) Fittings for goods made of leather cloth;
(b) handles and handle fillers;
(c) beading, binding and piping, made of plastic;
(d) wire piping,
when imported for use by or on behalf of a manufacturer of travel goods provided the Comptroller is satisfied that they will be used solely for that purpose.'

Import licensing arrangements

THE SCHEDULE OF EXCEPTIONS to the Guyana Open General Licence (see *Board of Trade Journal* of January 10, 1964, page 68) has

(Continued on next page)

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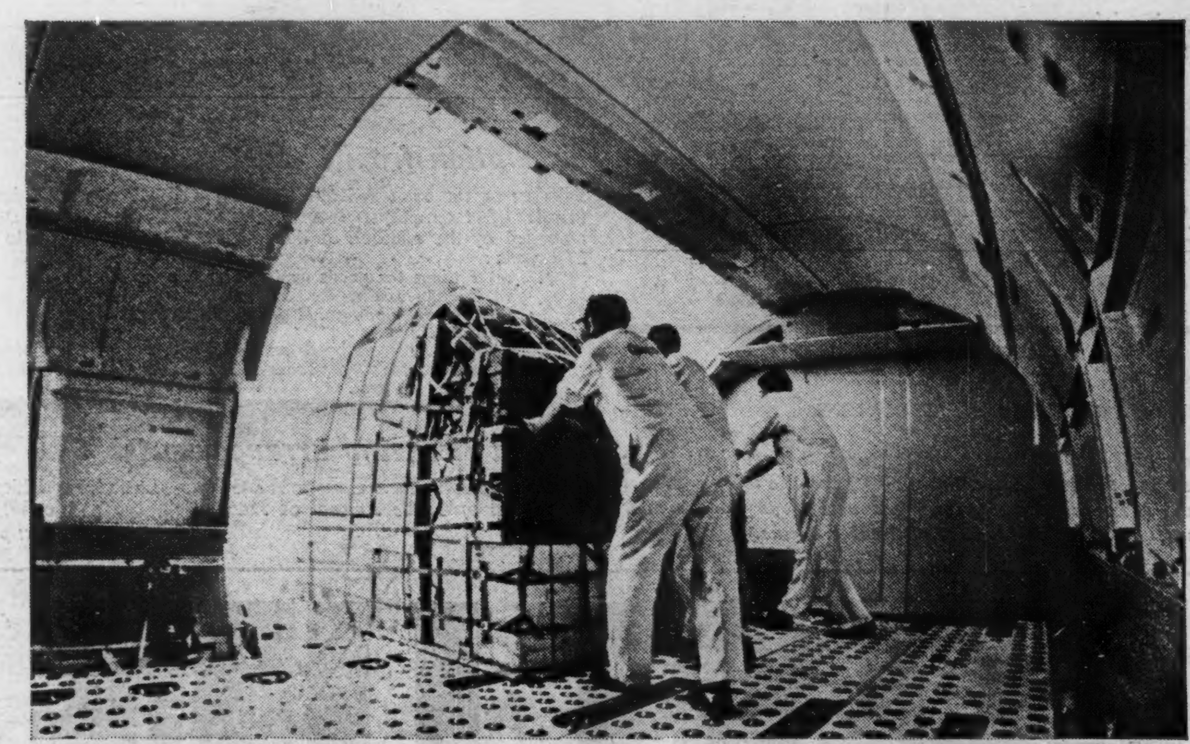

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GUYANA, *continued*

been further amended by the addition of the following to item 012-01 appearing therein:

'pork, pickled in brine.'

Inquiries about the above notices should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

ST. VINCENT

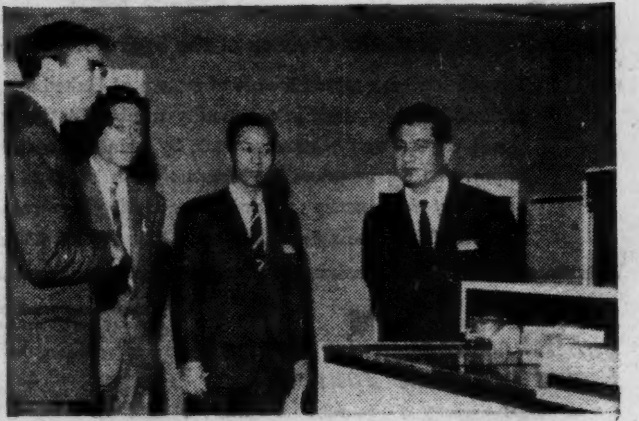
Revised customs tariff

THE ST. VINCENT Customs Duties Ordinance has now been revised in accordance with the Standard International Trade Classification. A copy of the St. Vincent Customs Duties (Amendment) Ordinance, 1968 (No. 15 of 1968), effective from June 28, 1968, may be seen at the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

CUBA

Import organizations

HM EMBASSY in Havana report that the Cuban importing organization Cuba Industrial (*Board of Trade Journal* of January 8, 1965, page 77), responsible for the import of complete industrial plant into Cuba, has been wound-up. The former purchasing functions of Cuba Industrial will be taken over by Empresa de Construccion Industrial.



Three senior representatives of the Kansai Electric Power Company Ltd. of Japan, who are in this country to study computer applications in the electricity generating and distribution fields, visited International Computers factories at Kidsgrove and Winsford on October 3. They had discussions with senior officials and saw the production and computer testing facilities at the factories. The photograph shows the visitors in the Program Testing Department at ICL's Kidsgrove factory. Mr. E. Probert, an ICL Sales Consultant (on left) is explaining the operation of a card reader which is part of the System 4-70 computer operated by the department. Mr. Azuma, Manager of the Data Processing Department of the Kansai Electric Power Company is on the right.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Aircraft noise at Heathrow Airport (Q)	20 Sept. 1968
Trade by air (6-M)	4 Oct. 1968
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Bankruptcy orders (Q)	26 July 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	4 Oct. 1968
Distributive and service trades (A)	23 Feb. 1968
Electronic capital equipment deliveries, research and development (Q)	9 Aug. 1968
Industry's investment intentions (3 times a year)	14 June 1968
Wholesale trades (A)	16 Aug. 1968
Catering trades turnover (M)	This week
Chemical industries production (6-M)	19 July 1968
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N. Ireland (M)	27 Sept. 1968
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Household consumption (Q)	4 Oct. 1968
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Television:	
Overseas payments and earnings (A)	3 May 1968
Textiles:	
Clothing and textiles orders and deliveries (M)	27 Sept. 1968
Cottons production (M)	27 Sept. 1968
Wholesale houses sales (M)	This week
Wool exports (Q)	23 Aug. 1968
Wool output (M)	27 Sept. 1968
Tourism:	
International tourism (A)	4 Oct. 1968
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1968
Index nos. (M)	13 Sept. 1968

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	30 Aug. 1968
Board of Trade regional organization	4 Oct. 1968
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	13 Sept. 1968
Customs notices of interest to exporters	30 Aug. 1968
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD local offices	2 Aug. 1968
Half-yearly index – Jan.-June	2 Aug. 1968
Official Receivers' Offices	21 June 1968

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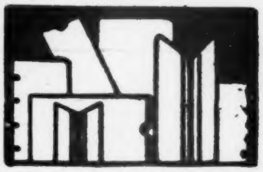
These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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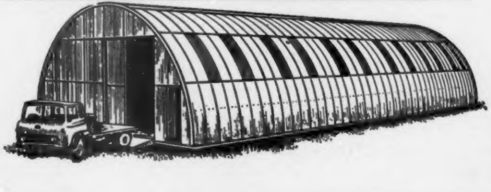

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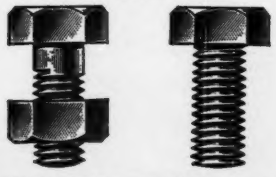

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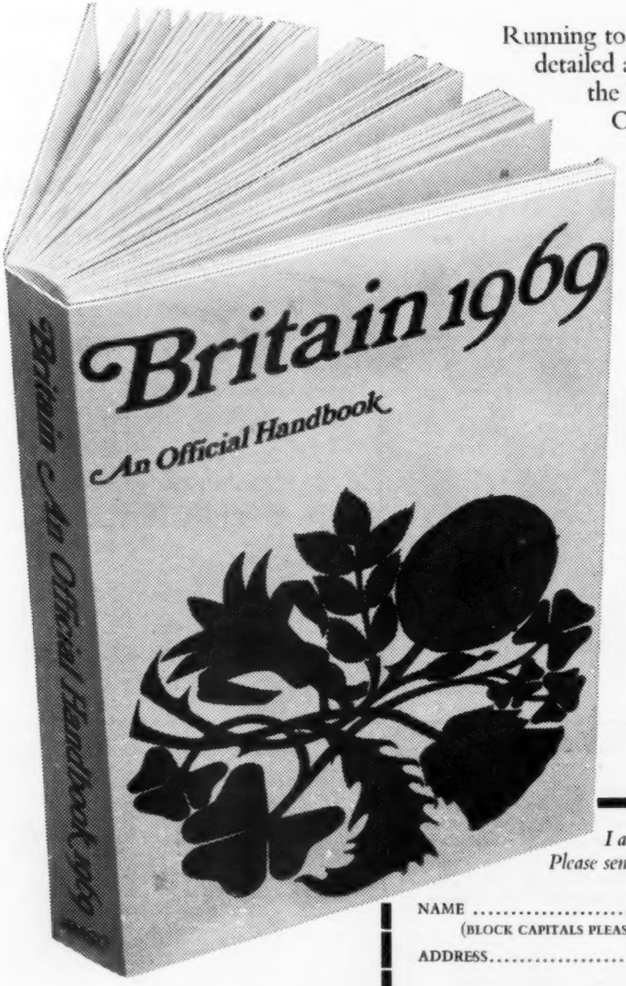

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